Digitized by the Internet Archive
in 2014

https://archive.org/details/b19974760M2972

The
CHEMIST AND DRUGGIST

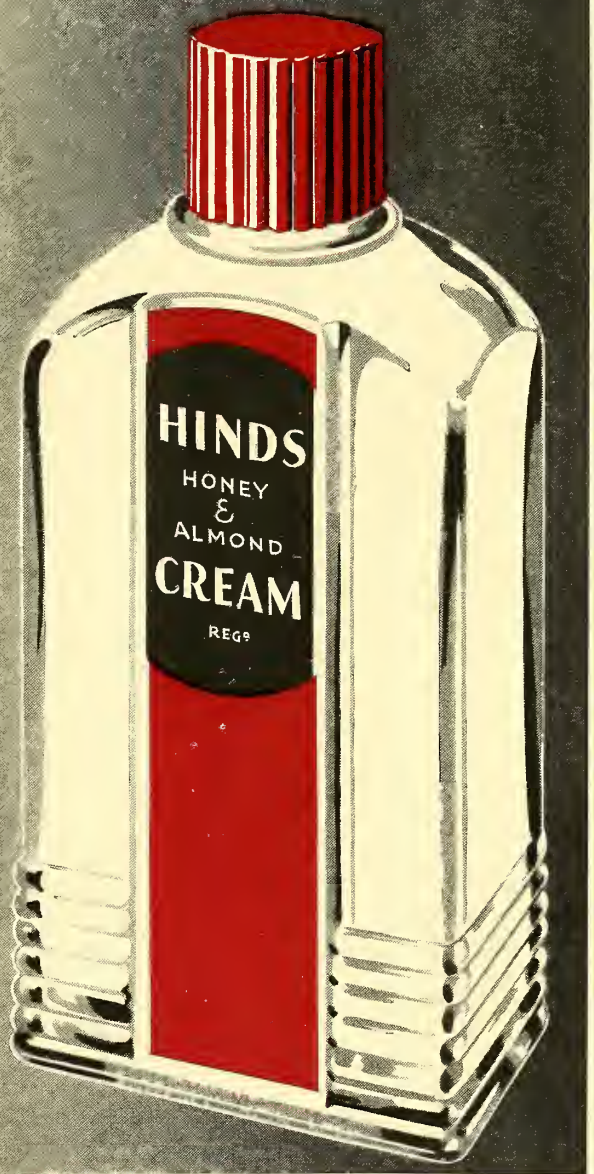
Established 1859 28 Essex Street, Strand, London, W.C.2 *Registered as a Newspaper*

No. 2850.
VOL. CXXI.

SEPTEMBER 22, 1934

Annual Subscription (with Diary) 20/-. *Single Copies* 9*d.*

We are making Hinds-for-the-Hands a DAILY HABIT. Women will be buying HINDS more frequently than ever . . using HINDS on their hands as readily as they brush paste on their teeth. A new bottle . . a new habit . . . . .



FULL DETAILS on pages 2 and 3

Index to Advertisers, pp. 5 *&* 6.

PARAGON BRAND

B.P.C. absorbent cotton wool, plain & boric lint

IN CARTONS

Paragon Brand Absorbent Cotton Wool, Plain and Boric Lint are now offered to the trade in ½ oz., 1 oz., 2 ozs., 4 ozs., 8 ozs., and 16 ozs. cartons.

Easier to handle, distinctive, guaranteed, these new packs represent a remarkable advance in the marketing of dressings required for all surgical purposes. The contents of every carton conform to the requirements of the Ministry of Health.

THE PRICES ARE AS FOLLOWS;

	½oz.	1oz.	2ozs.	4ozs.	8ozs.	16ozs.	
B.P.C. ABSORBENT COTTON WOOL IN CARTONS							
Trade	1/1	1/8	2/6	4/6	7/6	14/-	per dozen
B.P.C. PLAIN LINT IN CARTONS							
Trade	1/3	2/0½	3/6	6/0	11/6	21/8	per dozen
B.P.C. BORIC LINT IN CARTONS							
Trade	1/1½	1/8½	2/9	4/10	9/0	16/9	per dozen

British Made by

T. J. SMITH & NEPHEW,
LIMITED.

LONDON HULL MANCHESTER GLASGOW

Manufacturers of Elastoplast and Paragon Brand Surgical Dressings

ORDER THROUGH YOUR WHOLESALER

1871. Livingstone Meets Stanley.

Nowadays it is difficult to visualise a world without the Motor Car, the Aeroplane, the Telephone—such was the world upon that epic day when Dr. Livingstone found the long lost Stanley in the heart of the jungle.

Yet, even at that time, the House of Suttley & Silverlock, master printers, had already been established for almost half a century.

Through *more than a century*, packed with great events, stirring deeds, tremendous progress, the presses of "S. & S." have been steadily producing the labels, leaflets, cards, displays, cartons, etc., etc., required by the Medical and Pharmaceutical professions.

Today, our vast experience, aided by most modern equipment, stands at your service.

Write us your requirements. We shall be happy to quote you for any form of fine printing you need.

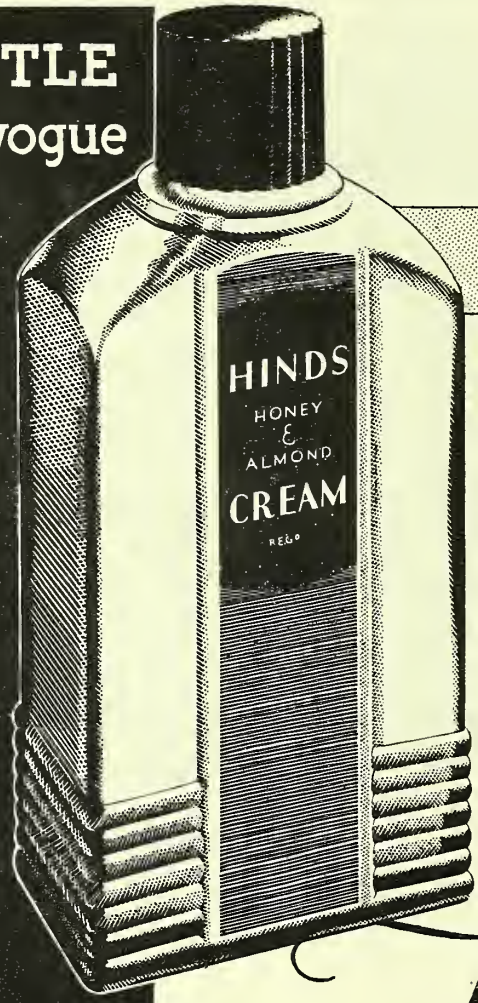
Suttley & Silverlock Ltd.

Printers of Quality to the Pharmaceutical and Medical Professions

2 Arundel Street, London, W.C. 2

Telephone: Temple Bar 3464 (7 lines) *Telegrams: Silverlock, Estrand, London*

A NEW BOTTLE
starts a new vogue



BIG

We give you
NEW BOTTLES
for **OLD**

Send back your old-style bottles of Hinds Cream—and receive in exchange the same number of new-style bottles. The new bottle is bigger and much more attractive—an asset to your counter and an ornament for any woman's dressing table. All bottles exchanged by return delivery.

LYSOL LIMITED,
Raynes Park,
LONDON, S.W. 20

Secure Quick Profits on

HINDS
HONEY & ALMOND
LIQUID CREAM

The Hand Preparation which shows you an unusually good margin of profit.

ADVERTISING CAMPAIGN

to make "Hinds-for-the-Hands" a DAILY HABIT . . .

THE new-style bottle of Hinds Honey and Almond Cream is a tremendous success! Only introduced to women a few months back — it has already started a new vogue for hand-beauty. NOW comes a great advertising campaign based on a fundamental psychological appeal to make women use 'Hinds-for-the-Hands' as often as they use powder on the face. Large space compelling advertisements will transform 'Hinds-for-the-Hands' from an occasional necessity into a daily habit! Colourful Window and Counter Displays will compel attention to your shop. Take advantage of this golden opportunity and write to-day for attractive six-colour showcard as illustrated. We are helping you by initiating a new habit, creating new sales which you would not otherwise get. Help YOURSELF to get full advantage of our effort — by stocking and prominently displaying HINDS!

Millions OF WOMEN WILL SEE THIS NEW ADVERTISING IDEA

Watch out for this powerful Advertising Campaign starting the new HINDS habit! It will commence the first week in October, in the "Daily Mirror," "Daily Sketch," principal Provincial Newspapers, Women's Magazines and Popular Weeklies.

(12)

Famous Figures

In Pharmacy AND ITS ALLIED FIELDS

There is no portrait of Sir Robert Talbor extant. Wide searches both in Europe and America have failed to produce a likeness in any form. We are accordingly unable to give an illustration of our subject here as in the case of the rest of our series

SIR ROBERT TALBOR

Sir Robert Talbor, 1642-1681, was apprenticed to Dear, a Cambridge apothecary, and practised as a physician in a flourishing way in Essex. He came to London and in 1672 issued a small work called "Pyretologia," a rational account of the cause and cure of agues. He was appointed physician to King Charles II and was knighted by him. The King was constrained to write to the College of Physicians to prevent their interfering with his practice as he was not a member of the College.

Talbor was subsequently granted an annuity of £100 per annum in addition to other perquisites. In 1679 he left for France and the Peninsular where he was fortunate enough to find favour with the young Queen of Spain, the niece of Louis XIV. He was successful in curing the Dauphin of fever and achieved fame by his treatment of other distinguished persons. These successes were almost entirely attributed to his use of Cinchona. It is largely due to his advocacy that the drug attained its later popularity

During his lifetime he employed Cinchona as a secret remedy but was persuaded to sell his knowledge of the cure for 2,000 gns. to the French King, who described him as *premier médecin*.

According to Sydenham, Talbor employed a preparation of Cinchona Bark in Port Wine and would thus appear to be the first producer of Ext. Cinchonæ Liq. P.B.

He also enthusiastically sponsored the employment of Ipecacuanha.

On his death Louis XIV gave instructions for the publication of his secret

It appeared in English under the title "The English Remedy: or Talbor's Wonderful Secret for the curing of the Agues. Sold by the Author Sir Robert Talbor to the Most Christian King and

(continued)

since his Death ordered by His Majesty to be published in French for the benefit of his subjects and now translated into English for the public good—London 1682."

Talbor died at the early age of 40. He was buried in Trinity Church, Cambridge, where he is described as *Febrium malleus* and physician to Charles II, Louis XIV and the Dauphin of France.

STAFFALLENS

EXTRACTS TINCTURES
POWDERS
ETC., ETC.

OINTMENTS

SYRUPS

PLASTERS

WHOLESALE TRADE ONLY

STAFFORD ALLEN & SONS LTD.
MANUFACTURING CHEMISTS
COWPER STREET, LONDON, E.C.2.
100 Years of Service Established 1833

INDEX TO ADVERTISERS

Acton Pill & Tablet Co., Ltd. (Uricure Tablets) ... 58
Allen, Stafford, & Sons, Ltd. (Ointments, &c.) ... 4
Amalgamated Press, Ltd., The (Modern Weekly) ... ix
Amo Safety Razor Blade Co., Ltd. ... 14
Anzora Perfumery Co., Ltd. (Hair Cream, &c.) ... xiv
Aspro, Ltd. (Aspro) ... xxxi
Association of Manfg. Chemists, Ltd. ... Col. Supp.
Ayer, Harriet Hubbard, Ltd. (Toilet Preps.) ... 14

Baker Metal Stopper Co., Ltd. (Screw Caps, &c.) ... 56
Barnett, Jack L., Ltd. (Bottles) ... 56
Bathes, Ltd. (Devon Violets Perfume) xxviii
Bayer Products, Ltd. (Pharmaceutical Products) ... iv
Beatson, Clark & Co., Ltd. (Shop Rounds) ... 46
Beechams Pills, Ltd. (Beechams Pills and Powders) ... xxxviii
Bell, John, Hills & Lucas, Ltd. (Cold Cure Capsules) ... Leader Page
Benger's Food, Ltd. (Foods) ... 62
Berdoe & Fish, Ltd. (Valuers, &c.) ... Col. Supp.
Blackie, R. (Spun Ointments) ... xxxii
Blythe, W., & Co., Ltd. (Chemicals) ... ii
Bob Martin, Ltd. (Dog Remedies) ... 12
Bourjois, Ltd. (Christmas Gifts) ... xx, xxi
Box, W. H. (Box's Pills) ... xxxii
Brierley, John (Valuer, &c.) ... Col. Supp.
British Celanese, Ltd. (Bottle Capping) 52
British Felsol Co., Ltd. (Asthma Remedy) ... Leader Page
Bromaprints (Magnified Prints) ... 8
Bronnley, H., & Co., Ltd. (Toiletries) xiii
Burall Bros. (D. & P. Service) ... 58
Burrough, James, Ltd. (Alcohol) ... Leader Page
Burroughs Wellcome & Co. ('Tannafax' Tannic Acid Jelly) ... 61

Carter Bros. (Atlas "Kattleknre") ... 58
Cavendish Chemical Co. (New York), Ltd. ... vi
Christy, T., & Co., Ltd. (Toilet Preps., Page-Barker Lotion, Co-re-ga, &c.) ... 32, 58, 62, x
Clark, Cicero S. (Cachets) ... 60
Clark, S. F. (Valuer, &c.) ... Col. Supp.
Clements, Newling & Co., Ltd. (Shop-fittings) ... 54
Condensed Gas Co., Ltd. ... v
Continental Laboratories, Ltd. (Taxol) ... xxxvii
Corfield, Ltd. (Rototherm) ... xxvii
Coty (England), Ltd. (Perfumery) ... 28, 29
Cox, A. H., & Co., Ltd. ... vii
Cresswell Bros. (Sponges) ... xxix
Crystal Products Co., Ltd. (Beauty Products) ... x
Crookes Laboratories (Halycalcyne) ... 9
Cussons, Sons & Co., Ltd. (Christmas Gifts) ... 21-24

Dalmas, A. de St., & Co., Ltd. (Caressa Puffs, &c.) ... xxii
Davenport, J. T., Ltd. (Chlorodyne) ... xxxiv
Dearborn (1923), Ltd. (Toilet Specialities) ... 16
Dee Oil Co., Ltd. (Petroleum Jelly) ... xxxiv
Dekur Preparations (Turtle Oil Products, &c.) ... xxvi
Demuth, R. (Frozoclone, &c.) ... 47
Dols Volatalise Flannel, Ltd. ... 58
Dubarry Perfumery Co., Ltd. (Christmas Gifts) ... Cover and 17-20
Dudley & Co., Ltd. (Window Display Stands) ... 56

Elboz, L., & Son (Metal Smallwares) ... 48
Ellams & Co. (Leaflets) ... 56
English Grains Co., Ltd. (Yestamin) ... 58
Evans, Adlard & Co., Ltd. (Filter Papers) ... 54
Evans Sons Lescher & Webb, Ltd. (Ephregel Nasal Jelly) ... 13

Fairchild Bros. & Foster ('Panopepton') ... Leader Page
Faire Bros. & Co., Ltd. (Powder Puffs) xxiv
Fassett & Johnson, Ltd. (Argyrol) ... xxxvi
Fellows Medical Manfg. Co., Ltd. (Fellows Syrup) ... xxxv

Gardner, W., & Sons (Glos.), Ltd. (Machinery) ... 52
George, Ernest J., & Co. (Valuer, &c.) ... Col. Supp.
Gibbs, Antony, & Sons (Iodine) ... v
Glaxo Laboratories (Ostomalt) ... 6
Glycerine, Ltd. ... v
Grenoville, Ltd. (Casanova Perfume) ... 33
Gront & Co., Ltd. (Crêpe Bandages, &c.) ... 50

Hack, Edward (Anti-Thrax Shaving Brush) ... 58
Hackett, S. E. (Film Overstocks) ... Col. Supp.
Hairdressing Fair ... 15
Hampshire, F. W., & Co., Ltd. (Snowfire Cream) ... 14
Hancock, James Lyne, Ltd. (Hot Water Bottles) ... 50
Hanson, W., & Sons, Ltd. (Bottles) ... 58
Haywood, J. H., Ltd. (Surgical Appliances) ... 51
Hobson, J., & Son, Ltd. (Black Beer) ... 58
Hudnut, Richard, Ltd. (Christmas Gifts) ... xvii

Ilford, Ltd. (Selo Films, &c.) ... 57
International Bottle Co., Ltd. ... 45

Jacquesil Fabrics, Ltd. (Dawn Face Cloths) ... 39
Johnson & Johnson (Gt. Britain), Ltd. (Ortho-gynol) ... 49
Josephs, Philip, & Sons, Ltd. (Shop-fittings) ... 54 & Col. Supp.

[Continued overleaf.

Elasto Reg.

For Varicose Veins, Varicose Ulcers, Eczema, Piles and all diseases of the veins and arteries.

HERE IS A SPLENDID OPPORTUNITY FOR EXTRA SALES. "ELASTO" IS A NON-COMPETITIVE LINE—ITS SALES MEAN NEW BUSINESS.

Increased advertising now in force. We advise you to show Elasto—It sells on sight!

Prepared in the Laboratories of

THE NEW ERA TREATMENT CO. LTD.
(Dept. C.1),
CECIL HOUSE - HOLBORN VIADUCT
LONDON, E.C.

Full particulars, Showcards and Leaflets on request

Elasto Tablets

5/- *a box*
(One month's supply)

Wholesale
45/- *a doz.*

Elasto Nature Salve

3/- *a box*

Wholesale
27/- *a doz.* From your wholesaler

P.A.T.A.

INDEX—cont.

Kemball, Bishop & Co., Ltd. (Chemicals) ... iii
Kemsales, Ltd. (Besorbon) ... xxxii
Kent, G. B., & Sons, Ltd. (Pedigree Brushes) ... xiv

La Parfumerie Moderne ... 48
Lesquendieu, J. (Face Creams, &c.) ... xvi
Leyland & Birmingham Rubber Co., Ltd. (Hot-Water Bottles) ... 42, 43
Lilly, Eli, & Co., Ltd. (Pharmaceutical Preparations) ... 62
London & Provincial Factors, Ltd. (Wanie Blades) ... 48
London Capsule Co. ("Adaptocaps") 48
Low, Son & Haydon (Toilet Preps.) ... 58
Lysol, Ltd. (Hinds Cream) ... Cover, 2, 3

McGlashan, D., Ltd. (Abdine) ... 58
Mandall & Co., Ltd. (Licoricine) ... xxxiii
Martin, Bob, Ltd. (Dog Shampoos) ... 12
Martindale, W. ("E.S.T.P.," &c.) ... v
Mather, William, Ltd. (Plaisters, &c.) 51
Matthews, D., & Son (Shopfittings) Col. Supp.
Maund, F., & Berg, E., Ltd. (Showcases) ... 60 & Col. Supp.
Maw, S., Son & Sons, Ltd. (Christmas Goods) ... 10, 11
Melrose-Drover, Ltd. (British Wines) ... 56
Midgley & Parkinson, Ltd. (Yeast Preps.) ... 58
Molson Ionized Iodine Co., Ltd. ... 58
Mundet Cork Products, Ltd. (Corks and Stoppers) ... 52

Nageles (Overalls) ... xxvi
National Cash Register Co., Ltd. ... 60
National Drug Industries, Ltd. ("Halibyn") ... i
Neill, J., & Co. (Sheffield), Ltd. ("Eclipse" Manicure Files) ... xxviii
New Era Treatment Co., Ltd. (Elasto) ... 5
Newball & Mason, Ltd. (Extract of Herbs) ... xxxvii
Newcastle-on-Tyne Zinc Oxide Co., Ltd. vi
Northern Polytechnic ... 60

Orridge & Co. (Valuers, &c.) ... Col. Supp.

Parfumerie de Fleury (Lady Gay Perfume) ... xi
Parfumerie Houbigant (Perfumery) ... 7
Parkinsons, Ltd. (Pills) ... Leader Page
Parscent, Ltd. (Christmas Gifts) ... xviii
Pears, A. & F., Ltd. (Christmas Gifts) xix
Perken, Son & Co., Ltd. (Clinical Thermometers) ... 51
Perox, Ltd. (Tooth Paste) ... 48
Perry's Powders, Ltd. (Head Powders) xxxiii
Pharmacal Laboratories, Ltd. (Iron-Ox Tablets) ... xxxiv
Pifco, Ltd. (Torches, &c.) ... xxiv
Pollard, E., & Co., Ltd. (Reflecta-Strip) 53
Potter & Clarke, Ltd. (Christmas Gifts) ... 30, 31
Premier Oil Extracting Mills, Ltd. ... xxxvi
Purfinol, Ltd. (Liquid Paraffin, &c.) ... iv

Radium Electric, Ltd. (Q-Ray Compress) ... xxvi
Reuter, R. J., Co., Ltd. (Christmas Gifts) ... xxv
Robel, Ltd. (Perfume, &c.) ... 25, 26
Robinson & Sons, Ltd. (Thermal Wool, &c.) ... 51, xxx
Ronaldson, J., & Co. (Senna) ... 58
Rutherford, J., & Co., Ltd. (Locarno Toilet Roll) ... 50

Sadko Beauty Preparations, Ltd. (Liquid Beauty Preparations) ... xxiii
Saville Perfumery, Ltd. (Coffrets, &c.) 35-38
Scintillating Sign Service (Illuminated Signs, &c.) ... 51
Scrutou, A., & Co. (Nurse Harvey's Mixture) ... 53
Scurr, C. A. (Optical Tuition) ... 60
Shadeine Co. (Hair Dyes) ... 58
Sherley, A. F., & Co., Ltd. (Veterinary Preparations) ... 55
Sherwood Confectionery Co. (Sir Nynes Pastilles) ... xxxvi
Siemens Schuckert, G. B., Ltd. (Electric Safety Razor) ... xii
Simpkin, A. L., & Co., Ltd. (Halibut Liver Oil Hexagons) ... 60
Singha, Dr., Co., Ltd. (Asthma Cure) ... xxxv
Smith, Martin H., Co. (Ergoapiol) ... vi
Smith, T. & H., Ltd. (Alkaloids) ... ii

Smith, T. J., & Nephew, Ltd. (Paragon Cotton Wool) ... Cover
Soho, Ltd. (Theatre Glasses) ... xxvii
Solazzi Liquorice ... iv
Solport Bros., Ltd. (Presentation Puffs) 34
Southall Bros. & Barclay, Ltd. (Sanitary Towels) ... 50
Souplex, Ltd. (Safety Razor) ... xii
Speake, W. (Old Bottle Stocks) ... Col. Supp.
Spencer Bros. (Christmas Gifts) ... xxix
Starke, R. W. B. (Camomile Oil) ... 58
Sterns, Ltd. (Oils, Petroleum) ... xxxiii
Suttley & Silverlock, Ltd. (Chemists' Printing) ... 1

Tetlow, Henry, Co. (SwanDown Face Powder) ... xxviii
Thompson & Capper Wholesale, Ltd. (Iodised Formalin Tablets) ... 57
Thornton & Ross, Ltd. (Ginger Wine Essence) ... 55
Thornton Pharmaceutical Laboratories, Ltd. (V.P. First Aid Outfit) ... 50
Tonicity Laboratories, Ltd. (Halmagon Brand Tablets) ... 59
Town Talk Polish Co. (Liquid Silver Polish) ... 53
United Glass Bottle Manufacturers, Ltd. (Opal Jars and Toilet Bottles, &c.) ... 40, 41

Vareen, Ltd. (Liquid Nail Polish) ... xxiv
Viggormalt, Ltd. (Home Brewing Malt and Hops) ... xxxvii
Vinolia Co., Ltd. (Christmas Gifts) ... viii
Viscose Development Co., Ltd. (Viskaps) ... 44

Wagner, R. V. (Bottle Caps) ... 52
Ward, T., & Sons, Ltd. (Wardonia Razor) ... xvi
Watts, T., & Walker, Ltd. (Valuers, &c.) ... Col. Supp.
Webb, Wm. A., Ltd. ("White Monarch" Balance) ... 53
Weiss, Dr. R. (German Remedies) ... vi
White, J. F., & Co. (Kompo) ... xxxii
Wilson & Mansfield, Ltd. (Eucalyptus Oil) ... ii
Wood Bros. Glass Co. (Glassware) ... 46
Wright, Layman & Umney (1932), Ltd. (Packed Goods) ... Cover

Yardley & Co., Ltd. (Perfumery, &c.) ... 27

OSTOMALT

"ALL-THE-YEAR-ROUND"

BONUS SCHEME

Offer not available in Irish Free State

77% PROFIT ON COST

It will pay you to place a larger order for Ostomalt next time. Since September 17, new, generous, all-the-year-round bonus terms have been introduced which make Ostomalt an exceptionally paying line to handle—and PUSH. It is not difficult to sell Ostomalt. Its appetising flavour, its triple concentration and low dosage provide you with talking points possessed by no other vitamin-malt tonic. New, attractive show material and literature are available to interest your customers, while we are interesting the doctors by persistent personal and postal selling. Write at once for full particulars.

GLAXO LABORATORIES · 56 OSNABURGH STREET · LONDON N.W.1

This announcement is a specimen of one of many full page advertisements part of

a powerful advertising campaign

appearing in:

VOGUE, TATLER
SKETCH
BRITANNIA & EVE
EVERYWOMAN'S
WOMAN AND BEAUTY
WOMAN AND HOME
MODERN WOMAN
MISS MODERN
GOOD HOUSEKEEPING
PICTUREGOER
FILM WEEKLY
FILM PICTORIAL
ETC...

ALL HOUBIGANT PREPARATIONS ARE OBTAINABLE FROM YOUR USUAL WHOLESALER OR DIRECT FROM

PARFUMERIE HOUBIGANT
19, Rue du Faubourg Saint-Honore
PARIS (8e)

BROMAPRINTS

NEWTON ABBOT,
DEVON

For some time the Independent Chemist or Dealer has been handicapped by the fact that he can only supply the ordinary cut and dried snaps. Multiple firms have taken business from him because they have been in the position to obtain magnified prints at the same price as the ordinary.

At last the independent man can come into his own.

"BROMAPRINTS" are negatives slightly enlarged. Vest Pocket size are printed approximately 3" x 2½", the 3¼" x 2¼" size to approximately 4" x 3" and the 4½" x 2¼" size to approximately 5" x 2¾".

Not only are "BROMAPRINTS" the same price as the ordinary snaps, but above all, every print is as perfect as can be made.

WE DO NOT STICK TO ONE SURFACE!

Where we consider a negative will make a better print on Velvet, Glossy, or Dead Matt paper, we do it. We correct as much as possible errors of every description even to the extent of taking out spots.

"BROMAPRINTS" are not rushed mass production prints, but masterpieces with individual treatment executed by one of the largest Photo Finishers in the Kingdom.

All our staff is "BROMAPRINT" trained and therefore know how to, and do, turn out "BROMAPRINT" masterpieces.

Dealers are strictly AGENTS, and are treated as such. We are therefore definitely in the position of being able to control prices.

Pave the way for a good season next year by taking up the Agency NOW!

CROOKES' HALYCALCYNE

for the Treatment of Chilblains

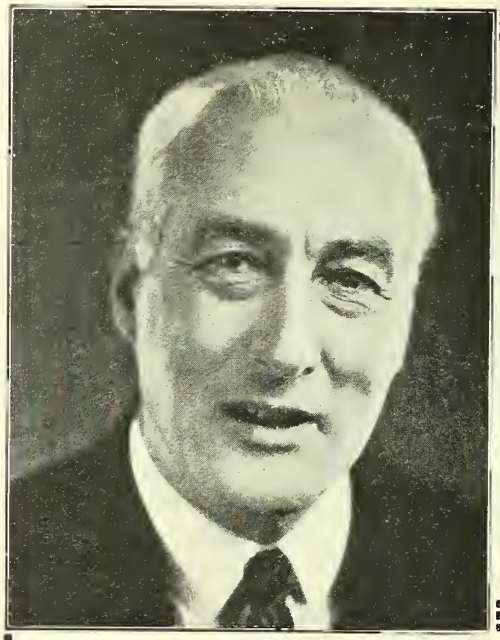
At last a really effective and simple treatment for chilblains endorsed by overwhelming medical opinion. You are urged to take advantage of the generous bonus terms offered. Write for full particulars at once.

CROOKES'
COLLOSOL (Reg'd.)
HALIBUT LIVER OIL
WITH CALCIUM PHOSPHATE

THE CROOKES LABORATORIES
(British Colloids, Ltd.)
PARK ROYAL, LONDON, N.W.10
Telephone : Willesden 6313 (3 lines) Telegrams : Collosols, Harles, London

It's a P.A.T.A. line with

70% PROFIT ON OUTLAY



"It will pay me handsomely to buy my Christmas Merchandise this year from——

MAW'S"

- Maw's 1934 Fashion Merchandise List is amazing.
- 32 large pages—150 large scale illustrations.
- 90% of the merchandise is exclusive to chemists.
- Their Toilet Glass, Enamel and Chromium and presentation units are absolutely tip-top.
- It's the biggest effort ever made to enable chemists to score at Christmas.
- I visit their showroom regularly at this time of year.
- It's more like an exhibition of up-to-date design, packaging and presentation, than a London Showroom.
- You always get a cordial welcome from their sales people.
- They certainly have a wealth of enthusiasm.
- I'm going to concentrate on their programme this year and support the firm that protects me.

MAW OF LONDON—SUNDRIES'

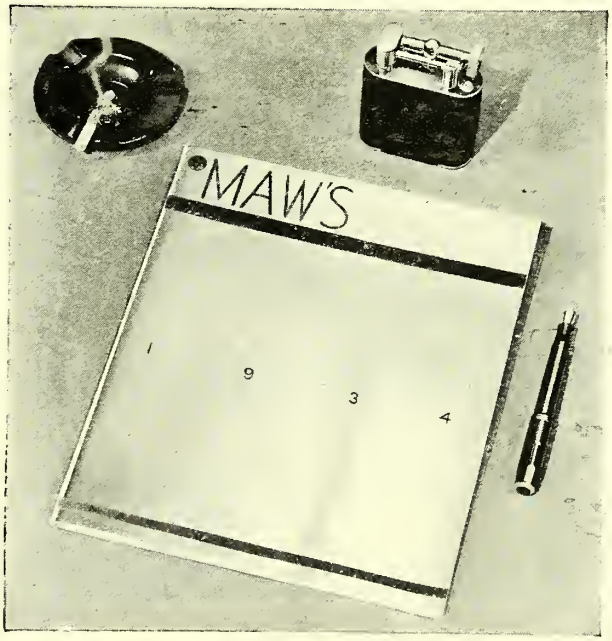
7-12 ALDERSGATE STREET, LONDON

The Directors of the House of Maw cordially invite you to pay, at least, one special visit to this unique exhibition of modern merchandise in the re-organised Maw Showroom.

IT WILL PAY YOU TO VISIT THE MAW SHOWROOM ●

MAW'S 1934 FASHION MERCHANDISE LIST WITH ITS GLEAMING CHROMIUM AND SCARLET COVER WILL MAKE XMAS SALES HISTORY FOR THOUSANDS OF CHEMISTS ——————

HAVE YOU RECEIVED YOUR COPY?



SUPPLIERS OF REPUTE

E.C.1 TELEPHONE: NATional 2468

NEW BOB MARTIN LINES

Antimate . . . . *what it is and what it does*

Bob Martin's have at last solved the problem of finding some preparation that will make it possible for bitches in season to be exercised without annoyance and embarrassment to their owners—a preparation harmless, safe and easy to use, yet . . . effective. That preparation is Antimate. Dog owners everywhere have acclaimed it. Give Antimate a display in your pharmacy and take your share of the new profits from this line.

1/9 size—wholesale 15/9 dozen
3/- size—wholesale 27/- dozen

Fit and Hysteria Tablets

Fits and Hysteria among dogs have been on the increase for the past 10 years, and have become a source of constant anxiety to many. Dog owners will welcome this new Bob Martin line which makes it easy to tackle the disorder, and give their dogs instant and safe relief. Show it on your counter NOW.

1/3 size—wholesale 11/3 dozen

'92 Ointment in 6D. tins

'92 Ointment has been a big seller among dog and cat owners for many years. It is ideal for the non-porous skin of dogs and cats. Now that these 6d. tins are available you can look forward to a large increase in your sales of this indispensable Bob Martin line. Most dog-owners will make a point of keeping a tin at home always.

6d. per tin—wholesale 4/6 dozen

BOB MARTIN LIMITED · SOUTHPORT · ENGLAND

(*Æsculapius*)

EPHREGEL

Trade Mark Regd

Nasal Jelly

For
Quick Relief
of Hay Fever

Ephregel is a combination of Ephedrine and Adrenalin with suitable analgesics and aromatics in a water soluble non-greasy base. In this form it is specially suitable for prompt and most efficient action on the mucous membrane of the nose for the reduction of congestion especially in

CATARRH and COLD IN THE HEAD

In tubes at **1/6** each

Trade Price **15/-** doz. less 25%

Prepared at
EVANS' BIOLOGICAL INSTITUTE
by

Evans Sons Lescher & Webb Ltd.

LIVERPOOL LONDON DUBLIN

All for HAH Beauty

No guesswork here!

They come and they go—so many of these new beauty preparations.

But Harriet Hubbard Ayer preparations are *steady* in their sales. You know for *certain* there will always be demand.

Women who once try Harriet Hubbard Ayer preparations are always faithful to them. And meanwhile carefully planned advertising adds more and more new customers.

No guesswork for you here!

HARRIET HUBBARD AYER
LIMITED
BEAUTY PREPARATIONS

130 Regent Street, London, W.1
NEW YORK PARIS MONTREAL

Here's the cream your customers want — DISPLAY IT AND PROFIT

There's a huge market for Snowfire Cream—all satisfied users recommend this popular Vanishing Cream to their friends and strong advertising increases the demand still further. Get ***your*** share. Stock Snowfire Cream and display it. That's all you need do—it sells itself. And how it pushes up each month's figures!

Handbag Containers, 3d. Dainty Tubes, 6d. Retail

Snowfire vanishing **Cream**

Manufactured by
F. W. HAMPSHIRE & CO. LTD.
Sunnydale, Derby.

THIS IS THE NAME THE PUBLIC KNOWS

SEE THAT IT'S ON YOUR STOCK LIST

"AMO" Regd.

RAZOR BLADES ARE NATIONALLY ADVERTISED

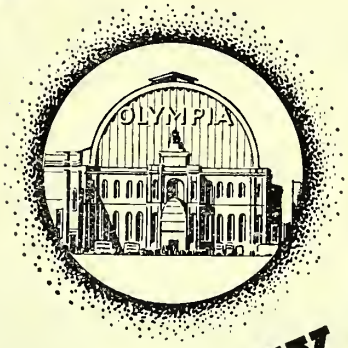
Write for details to:

AMO Safety Razor Blade Co., Ltd. Broad St. House, London, E.C.2
Telephone: Londonwall 1460

11 A.M. to 10 P.M.

TIME

PLACE



OPPORTUNITY

NOW

The time—Sept. 25th—Oct. 4th. The place—the magnificent Empire Hall at Olympia. The opportunity—the greatest opportunity of picking up new ideas that you have ever had—The Hairdressing Fair. This year the organizers have planned the greatest Fair in the entire history of the trade—the biggest, because more stand space has been booked than ever before—the brightest because entertainment galore has been provided—the best because of the galaxy of new ideas which are being shown. All the leading manufacturers of perfumery and toilet goods will be there and you will have an unprecedented and unrepeatable opportunity of planning for record Autumn and Christmas trade. Make a point of being there.

A bigger, better, brighter

HAIRDRESSING FAIR

OLYMPIA EMPIRE HALL

SEPT 25—OCT 4

Mercolized Wax

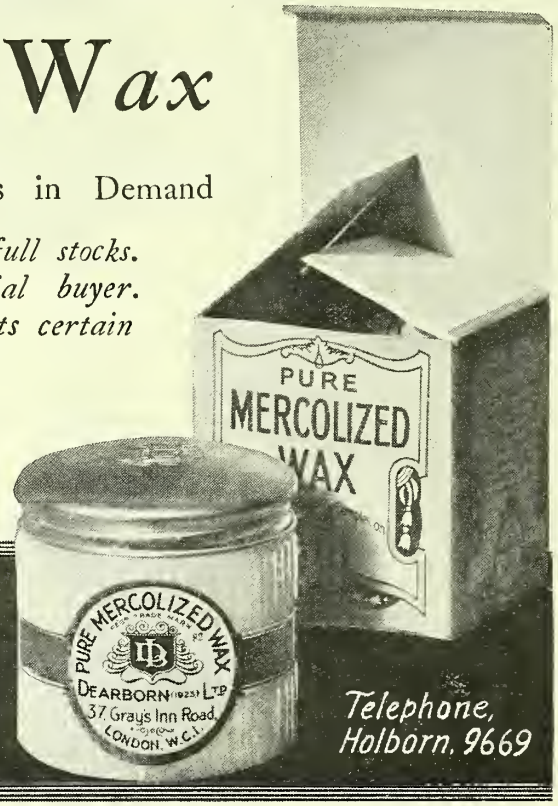
for the Complexion

Extensively Advertised. Always in Demand

There is no risk in holding full stocks.
Every woman is a potential buyer.
Sales are regular and repeats certain

Stallax

a Shampoo—also popular,
and shows a handsome profit



Dearborn (1923) Limited

37 Gray's Inn Rd. London. W.C.1.

Telephone, Holborn, 9669

YOU MAY WANT TO

Buy a Business, Sell a Business, Secure an Agency, Engage an Assistant, Procure a Situation, or Sell Odd Lots of Chemists' Requisites

If so, you can do it quickly and satisfactorily by an advertisement in

THE CHEMIST & DRUGGIST SUPPLEMENT

THIS IS THE TARIFF:

Businesses Wanted and for Disposal, Premises To Let and For Sale, Premises Wanted, Partnerships, Goods for Sale, and Agencies: 6/- for **50** words; every additional **10** words or less, **6d.**

SITUATIONS OPEN: 6/- for **40** words; every additional **10** words or less, **6d.**

SITUATIONS WANTED: 2/- for **18** words; every additional **10** words or less, **6d.**

Legal Notices, Tenders, Auctions, and all specially spaced announcements: **1/3** per nonpareil line (12 lines = 1 inch single column).

Miscellaneous (Wholesalers') Section, for odd and second-hand lots: **10/-** for **60** words; **1/-** for every additional **10** words or less.

EXCHANGE COLUMN (for Retailers, etc.): **Twopence** per word, minimum **2/-**

BOX NUMBERS

In each case replies may be addressed to a registered number or nom-de-plume, c/o this office, **at a charge of 1/- extra** for each advertisement. Replies are cleared every day.

Address all communications to

THE PUBLISHER,

THE CHEMIST & DRUGGIST

28 Essex St., Strand, London, W.C.2

Telegrams: "Chemicus, Estrand, London" (2 words)

Telephone: Central 6565 (8 lines)

XMAS GIFTS

IONEERS when Gift Cases of Toilet Luxuries were first produced, afterwards constantly setting fresh fashions, year we bring our products to an extraary standard of perfection and new rest.

Illustrated and described in these pages are only a few of the more important Gifts from the extensive range available (Retail 1/6 to 21/-).

If you have not already received one, write for our new 40-page Art Catalogue, beautifully illustrated in colour.

Gift Case
B 43

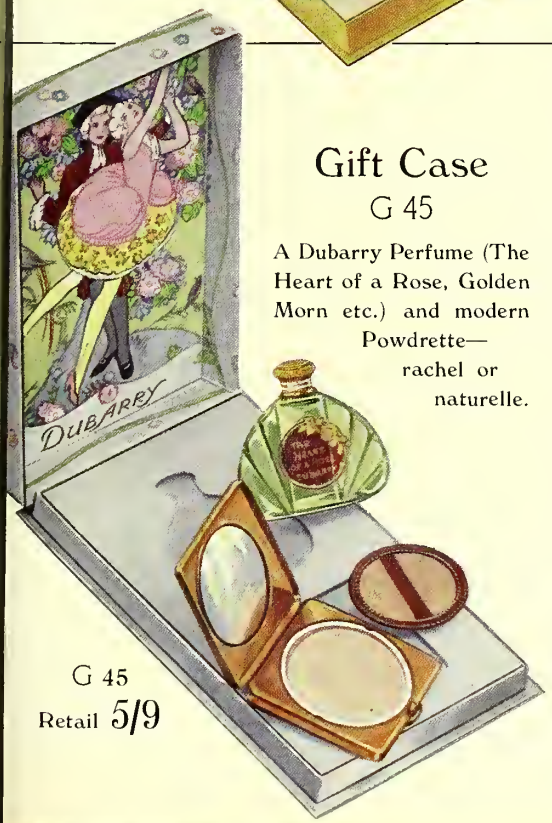
Dubarry Talcum Powder (usual Perfumes) in tinted sprinkler flask with Swansdown Puff.

B 43
Retail 4/3

Gift Case
B 44

Fragrant Dubarry Bath Crystals and two tablets of Bath Soap (usual Perfumes).

B 44
Retail 4/3



Gift Case
G 45

A Dubarry Perfume (The Heart of a Rose, Golden Morn etc.) and modern Powdrette—rachel or naturelle.

G 45
Retail 5/9

Gift Case
L 41

Dainty bottle of Dubarry Lavender and choice Lavender Toilet Soap.

L 41
Retail 1/6

If in Eau de Cologne (Ref. No. E 41) also 1/6

by dubarry

GOLDSTON
LABORATOR
HOVE

OT RECEIVED
COPY, WRITE
OR COMPLETE
LLUSTRATED
ATALOGUE

XMAS GIFTS

by dubarry

S 42

The Calendars bear no advertising matter whatever, nor have any suggestion of commercialism.

Gift Cases Containing Art Calendar

A MOST STRIKING innovation of many of the Gift Cases is th inclusion therein of Calendars of numerous artistic designs. Eac Calendar is, in fact, a combination of a Christmas Card and Calenda for the backs of them are attractively designed to express greetin and provide spaces for recipient's and donor's names.

All Calendars bear delightful reproductions of the works of famous artists including Sir Bernard Partridge, Fortunino Matania, Hal Ludlow, Albert H. Collings etc.

Gift Case S 42 (illustrated above)

The picture shows this Gift Case open for display

Contents—Beauty Powder, Handkerchief Puff, Complexion Soap, Art Calendar - - Retail 5/6

OTHER CALENDAR GIFT CASES

S 44

Perfume, Beauty Powder, Sachet Tablet, Handkerchief Puff, Art Calendar Retail 5/9

S 45

Poudre Dubarry, Handkerchief Puff, Complexion Soap, Art Calendar - - Retail 7/-

L 45

Lavender, Talcum, Beauty Soap, Art Calendar - Retail 4/6

If in Eau de Cologne (E 45) also **4/6**

E 46

Eau de Cologne, Complexion Soap, Sachet Tablet, Art Calendar - - - Retail 5/-

If in Lavender (L 46) - also **5/-**

L 47

Lavender, Sachet Tablet, Poudre Dubarry, Handkerchief Puff, Art Calendar Retail 7/-

If in Eau de Cologne (E 47) also **7/-**

C 41 E

Eau de Cologne, Complexion Soap, Art Calendar - Retail 2/6

If in Lavender (C 41 L) - also **2/6**

C 42

Perfume, Powdrette, Art Calendar - - - Retail 3/6

C 43

2 Dubarry Perfumes, Sachet Tablets, Art Calendar Retail 3/9

C 44

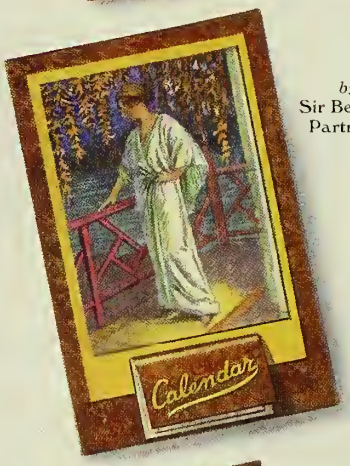
New "Slider" Vanity Box, Poudre Dubarry, Art Calendar - - - - Retail 6/3

C 45

New "Slider" Vanity Box, Perfume, Art Calendar Retail 6/9

THREE REPRESENTATIVE CALENDARS

by Sir Bernard Partridge



by Sir Bernard Partridge

by Hal Ludlow

DUBARRY COPYRIGHT

OLDSTONE
ORATORIES,
HOVE

XMAS GIFTS

NOT RECEIVE
A COPY, WRIT
FOR COMPLET
ILLUSTRATE
CATALOGU

"READY-TO-POST" GIFT CASES

EACH case contains a Dubarry Gift and Greetings Card packed in ready-to-post form, all that is necessary being to fit the lid on the box, address it, tie with string, attach the stamp and post. No packing, wrapping or address label required.

PB 4
etail 3/3

There are 5 Ready-to-post Gift Cases

PB 1	Contains Artistic Round Powdrette	Retail 2/3
PB 2	Contains Octagonal Platinoid Powdrette - - - -	Retail 2/9
PB 3	Contains "Always Handy" Loose Powder Vanity Box - - -	Retail 3/9
PB 4	Contains Artistic Bottle of Perfume (The Heart of a Rose, Golden Morn etc.) - - - -	Retail 3/3
PB 5	Contains New "Slider" Vanity Box for Loose Powder - -	Retail 5/3

Ref. No.
115

EAU DE COLOGNE

he illustration shows the metal pped, green diamond shaped bottle apacity 10 fl. oz.) in silver finished se - - - - - retail 6/-

ther sizes (in "fan" design bottle, flat x) retail - **10½d., 1/3, 2/-, 3/6.**

FINE PERFUMES

This very attractive improved gold and black case is now used for three sizes of many Dubarry Perfumes—including A Bunch of Violets, The Heart of a Rose, Golden Morn, The Blue Lagoon, Garden of Kama etc.

UNIFORM RETAIL PRICES—

4/6 (Ref. **88** Bis), 7/6 (Ref. **91**), 15/- (Ref. **92** Bis).

Ref. No.
177

DUBARRY LAVENDER

The illustration shows the metal capped, blue diamond shaped bottle (capacity 10 fl. oz.) in silver finished case - - - - - retail 6/-

Other sizes (in "fan" design bottle, flat box) retail - **10½d., 1/3, 2/-, 3/6.**

by dubarry

GOLDSTONE
LABORATORI
HOVE

OT RECEIVED
COPY, WRITE
OR COMPLETE
LLUSTRATED
ATALOGUE

XMAS GIFTS

by dubarry

FOR MEN

IT has always been a problem to buy something out of the ordin for men. The wide range of strikingly original Dubarry G in many appropriate designs solves the difficulty.

MEN'S
Gift Case
A 41

Solid Brilliantine in decorated aluminium box, Shaving Stick in new holder, plunger case and Styptic Pencil.

A 41
Retail 3/9

MEN'S
Gift Cas
A 44

Colourful Dura Bowl of Shav Soap, steriliz Shaving Br and Solid Brillianti

A 44
Retail
7/9

MEN'S
Gift Case
M 44

Shaving Soap in colourful Duralite Bowl, Solid Brilliantine in decorated aluminium box and Styptic Pencil.

M 44
Retail 6/-

MEN'S
Gift Case
M 47

Duralite Bowl Shaving Soap, Sol Brilliantine, Safe Razor with tw blades and Styptic Penc

M 47
Retail
7/-

GOLDSTONE
BORATORIES,
HOVE

Introducing a selection from this season's range of Modern Toiletries

Cussons
Olde English
Lavender

No. 9145
Retail Price 1/-

No. 9337
Retail Price 1/6

No. 9335
Retail Price 1/6

No. 9095
Retail Price 1/-

No. 9339
Retail Price 1/-

No. 9094
Retail Price 1/6

No. 9338
Retail Price 1/-

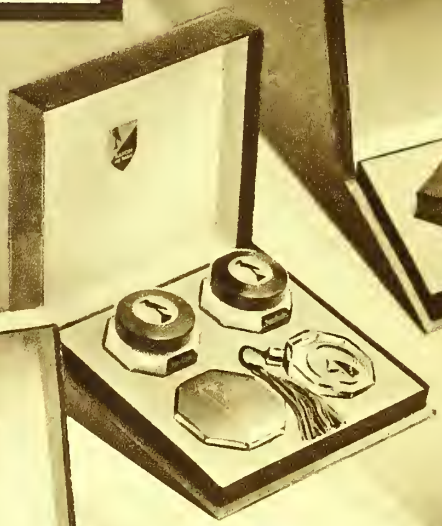
Cussons, Sons & Co. Ltd.
Kersal Vale, Manchester.

London Showrooms :— Norwich House, Southampton Street, High Holborn, W.C.1

RAVÔN

No. 8562
Retail Price 2/6

No. 8556
Retail Price 2/-

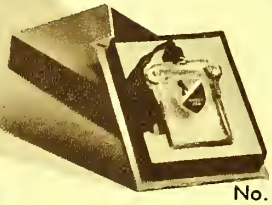


No. 8567
Retail Price 3/9

No. 8753
Retail Price 1/-

No. 8555
Retail Price 1/6

No. 8563
Retail Price 2/9



No. 8751
Retail Price 1/-

Cussons, Sons & Co. Ltd.

London Showroom: Norwich House

DE PARIS
No. 8554
Retail Price 1/3
No. 8561
Retail Price 2/6
No. 8557
Retail Price 2/-
No. 8558
Retail Price 2/6
No. 8552
Retail Price 1/-
No. 8564
Retail Price 2/9
ersal Vale, Manchester.
uthampton Street, High Holborn, W.C.1.
C&D

RAVŌN WARE

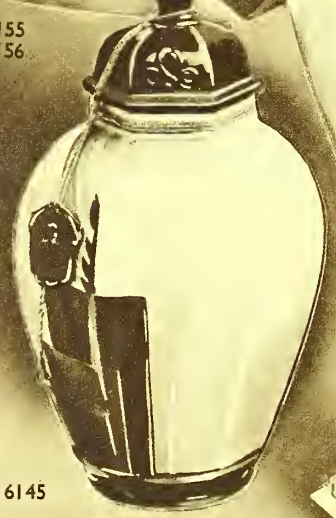
Filled with Plesse & Lubin Bath Crystals

6155
6156

6149

6153

6144



6145

6157

ENGLISH POTTERY

6155	SMALL FACET VASE Colours:—Blue, Red, Green Gold, Silver.	Retail Price **3/6**
6156	LARGE FACET VASE Colours:—Blue, Red, Green Gold, Silver.	Retail Price **5/-**
6149	LARGE REVUE VASE	Retail Price **5/-**
6153	SMALL REVUE VASE	Retail Price **3/-**
6144	PORTLAND VASE	Retail Price **7/6**
6145	REVUE VASE with LID FILLED with POT POURRI	Retail Price **3/6**
6157	HARLEQUIN VASE FILLED with POT POURRI	Retail Price **2/6**

Cussons, Sons & Co. Ltd. KERSAL VALE MANCHESTER

A Robel product

Buty-Tone

aids to loveliness

ALL 2/- EACH

Buty-Tone Coffret 10/6

Metal Travelling Case 30/-

Suede and Silver Presentation Case 21/-

A Buty-Tone set makes an ideal Xmas gift

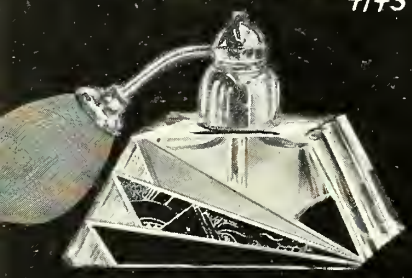
robel limited

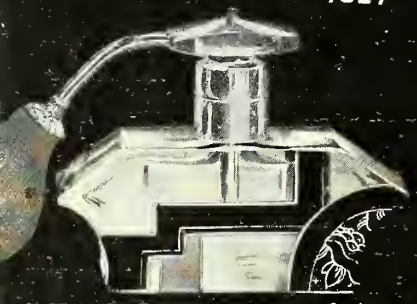
EAGLE HOUSE · JERMYN STREET · LONDON · S.W.1

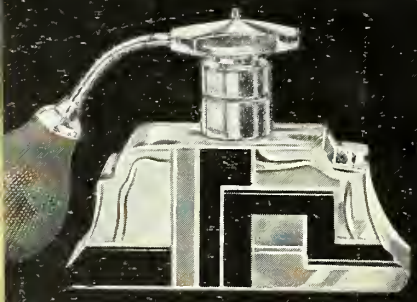
'PHONE: WHITEHALL 8633 · 'GRAMS: ROBEL, PICCY, LONDON

marcel franck's

4143


4324


4147


4148

4223

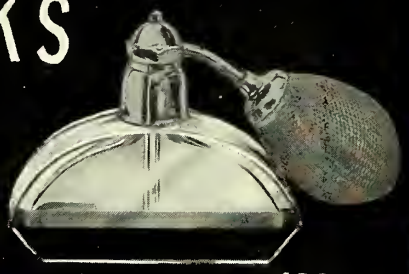
4168

FIZZ
PERFUME SPRAYS

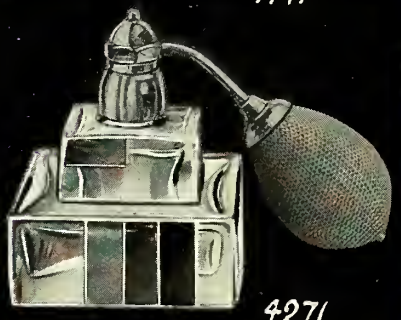
EACH SPRAY GUARANTEED FOR 15 YEARS

These sprays have a world-wide reputation for beauty and dependability. They are assembled in this country and a wide range of styles and prices are available

4274


4326

4141


4271

4233

MARCEL FRANCK (LONDON) LTD.
6 LUDGATE CIRCUS BUILDINGS. E.C.4

ALL ENQUIRIES TO SOLE SELLING AGENTS FOR GREAT BRITAIN

robel limited

EAGLE HOUSE · JERMYN STREET · LONDON · S.W.1

'PHONE: WHITEHALL 8633 'GRAMS: ROBEL, PICCY, LONDON

You are cordially invited to select your Yardley Gift Cases in comfort at our new showroom

BY APPOINTMENT TO HER MAJESTY THE QUEEN

BY APPOINTMENT TO H.R.H. THE PRINCE OF WALES

YARDLEY

SACKVILLE HOUSE, 40 PICCADILLY, LONDON, W.1.
'Phone: REGENT 1501

Coty
THE LOVELIEST GIFT OF ALL
No. 17. This most useful Coffret is almost a complete 'beauty box.' In Persian design. 12/6
No. 6. Persian Coffret with Perfume and new Coty 'Poudre Pressee,' 'Chypre,' 'Paris,' 'L'Aimant,' 'L'Origan.' 11/-
No. 18. Persian Design Coffret containing flacon of Coty Eau-de-Cologne, new Coty Lotion for hands and Coty Talc. 13/-
COTY COFFRETS ARE FIRST FAVOURITES—

ATEST COTY CREATION

a suma

a perfume of joy and laughter with the ineffable fragrance of flowers.

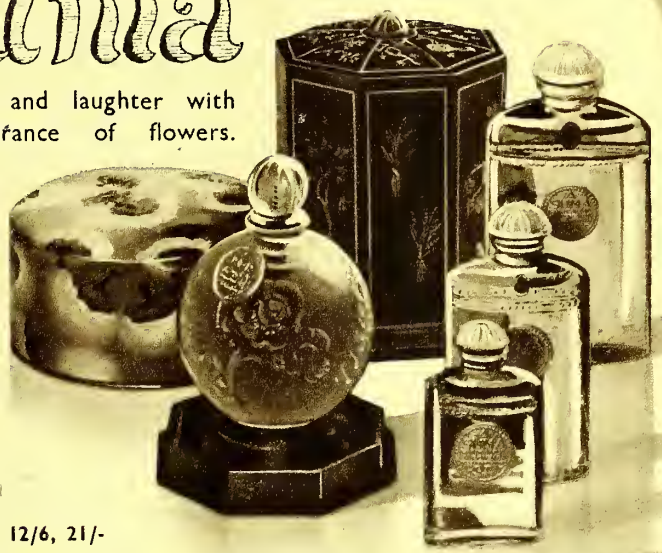
Most delightful of exotic fragrances, in a handsome bottle of unique design as illustrated, and attractively boxed for presentation **21/-**

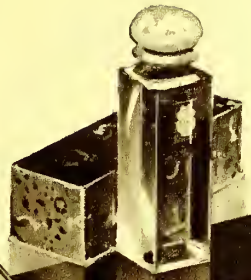
Larger size, containing three times the quantity **47/6**

Other sizes in Standard Coty Flacons, **3/9, 6/-, 10/-, 17/6**

Face Powder - **1/3, 2/3**
Talcum Powder - **2/-, 3/-**
Toilet Water
10/6, 18/6, 32/6, 55/-

Hair Lotion
4/6, 7/6, 12/6, 21/-
Brilliantine:
Liquid **2/-**, Solid **2/6**





Coty Toilet Water. In all the famous Coty Perfumes and boxed in attractive Persian design. **10/6, 18/6, 32/6 55/-**

No. 24. Handbag size perfume and full size Face Powder, 'L'Origan,' 'Chypre,' 'Paris' or 'L'Aimant.' **5/-**

No. 23. A Coty Coffret for men. Wood grained coffret with Shaving Cream, Talc Powder, Brilliantine and flacon of Coty Eau-de-Cologne. **12/6**

No. 8. Persian Design coffret containing bottle of perfume, and Face Powder.

'Paris' (illustrated)	21/6
'L'Aimant' - -	18/6
'L'Origan' - - -	21/6
'Le Muguet' - -	21/6
'L'Emeraude' - -	22/6

ORE BEAUTIFUL—MORE APPEALING—MORE NOVEL THAN EVER BEFORE

Coty

COTY (ENGLAND) LTD., 3 STRATFORD PLACE, LONDON W.1

Phone: MAYfair 7244. Telegrams: 'Paricoty,' Phone, London.

Arnauds Perfumery

214. Wickered Cologne, ½ pint (reputed) 1/4 each

322. Handsome show bottle, ½ pint. 4/6 each

105. PULL OUT CASE WITH SILK TASSEL. 1/4 each

109. Gilt sloping top box. Triangular bottle. 12/- doz.

ARNAUD'S INDIAN FLOWER 2/-, 1/3, 1/- each

ARNAUD'S Golden Casket. 10/- doz. 1/3 retail

108. ARNAUD'S Oblon and case in orang black. 10/- do

106. Triangular Bottle with tasselled fall front. 1/- each

103. Polished cut glass in handsome case. 4/6 each

Phone Blackfriars 8734

Grams "HOREHOUND MANCHESTER"

POTTER

77 DANTZIG STREET MANCHESTER

POT POURRI

ARNAUD'S
REAL FLOWER
BASKETS.
Dried flowers and grasses.
No. 21. 27/- doz.
No. 22. 40/- doz.
No. 23. 52/- doz.

No. 10A. A Japanese 'Crackle' Design in artistic box 48/- doz

No. 8. CARNIVAL
QUEEN VASE.
2/8 each.
Retail, 3/6 each.

No. 7 'THE MIKADO' JA
20/ doz 2/6 each.

No. 3. CHERUB.
Handpainted Jar in fancy box.
28/- doz.
3/6 each

ARNAUD'S
Floral Sachets.
8/- and 12/- per doz.

& CLARKE LTD
64-66 Artillery Lane. LONDON, E.1.

Phone
Bishopsgate 4761
(5 lines)

Grams
"HOREHOUND
PHONE, LONDON"

C&D

A NEW ATTRACTIVE RANGE from Christy's

This new range from Christy's will literally sell itself and will add a dignity to any counter. The price is low, the profit consequently high, and every label is delicately and differently coloured. The lines are packed in a plain carton, ready to hand to the customer. An applicator for the Hair Tonics is included with each bottle. Send a post card for particulars and prices, or ask our Representative to show you all these lines.

WAVE-SETTING LOTION
BAY RUM & CANTHARIDES
TOILET PARAFFIN
BAY RUM
BRILLIANTINES
(Rose, Jasmin and Violet)
CRYSTAL BRILLIANTINE

HONEY & FLOWERS
HAIR TONIC
CAMOMILE SHAMPOO
HAIR CREAM
DRY SHAMPOO
JABORANDI HAIR TONIC
HAIR FIXATIVE

THOS. CHRISTY & CO. LTD.
OLD SWAN LANE, LONDON, E.C.4.
TELEPHONE: MANSION HOUSE 9931

Grenoville

établi PARFUMEUR a Paris depuis 1879

Announces an immediate nation-wide advertising campaign for its latest creation:

casanova

Old Ivory artistic bas-relief on ebony stand (height 12", width 19", depth 5").

ONE OF SEVERAL WINDOW DISPLAYS NOW AVAILABLE

Original presentation de luxe 15/-, 21/-, 27/6, 35/-. Cylindrical bottles from 9/6 to £20. Handbag size 4/6. "En tout cas" size 2/6. Ozonised Complexion Powder Large 4/6, Small 2/6. Talcum Powder 3/-. Brilliantine 2/6.

Send for complete price-list to-day. All enquiries and correspondence to:

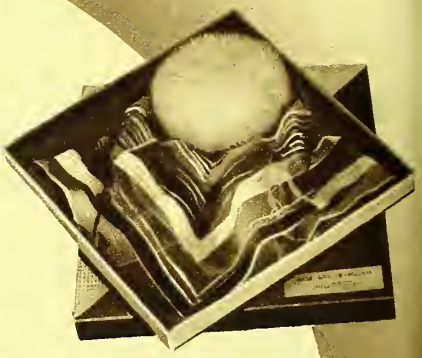
Grenoville Limited,

64, HATTON GARDEN, LONDON, E.C.1

Sole Selling Agents: J. Gaw & Company, 65 Hatton Garden, London, E.C.1.

SOLPORT
BROTHERS LIMITED
184-192 Goswell Road, London, E.C.1

P1156T.
FANCY DOWN PUFF

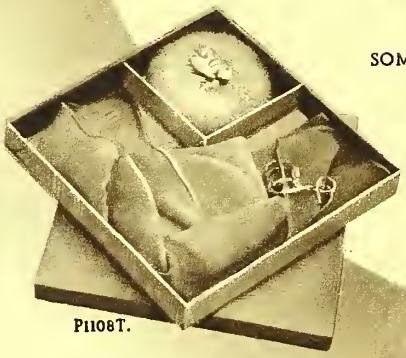


P1290 HANDKERCHIEF PUFF IN PRESENTATION BOX

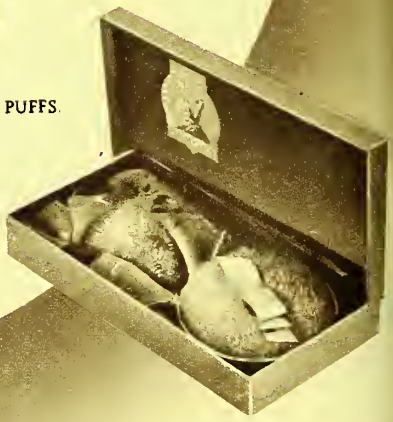
P52T. TINTED DOWN BOWL PUFF

SOME ATTRACTIVE NEW DESIGNS IN HANDKERCHIEF PUFFS.

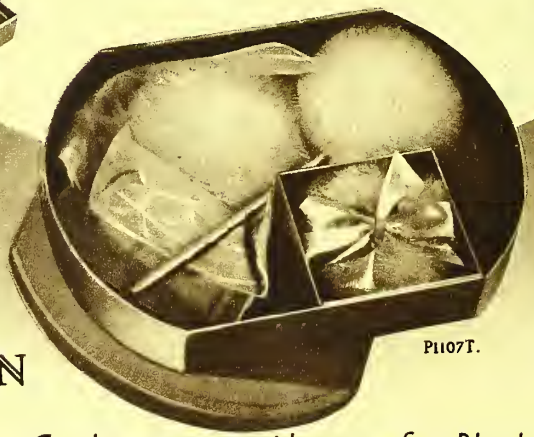
ASK FOR DETAILS OF FREE SHOWSTAND.



P1108T.



P1109TX.



P1107T.

PRESENTATION PUFF SETS

Gentlemen are said to prefer Blondes—
Ladies are known to prefer

NERISSA Regd POWDER PUFFS

Fully Illustrated Price Lists on Request.

SAVILLE'S XMAS PROGRAMME

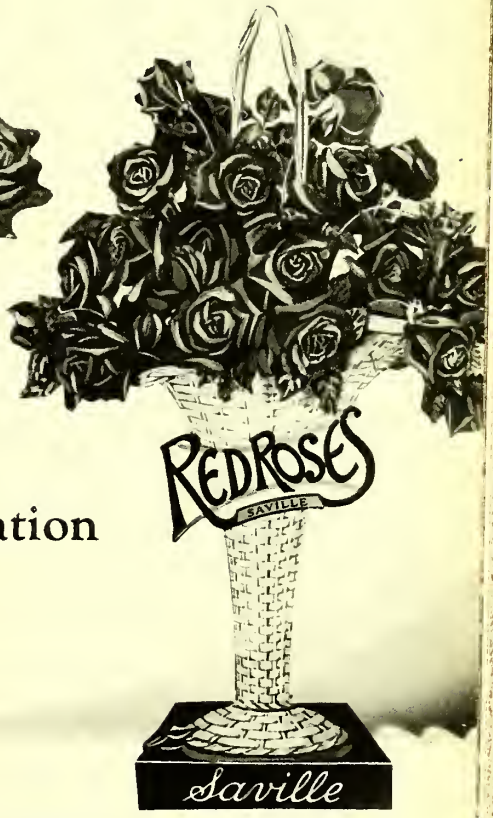
JUNE

The Popular Idol

AND

RED ROSES

THE NEW PERFUMERY SERIES



An irresistible combination

SAVILLE PERFUMERY LIMITED,
WATFORD, Herts

see o

SAVILLE'S

Gift Sets

PROVED FAVOURITES—EVERY ONE

THE BEST SELLERS IN THEIR CLASS

No. 153 Contents: 1/3 Perfume, 6d. Van. Cream, 6d. Cold Cream, 6d. Powder
Retail Price **2/9** Per doz. **22/-**

No. 158 Contents: 2/6 Perfume, 2/6 Slide Compact
Retail Price **5/-** Per doz. **40/-**

No. 156 Contents: 1/3 Talcum, 2/6 Perfume, 9d. Van. Cream, 3×2d. Bath Tablets
Retail Price **5/-** Per doz. **40/-**

No. 159 Contents: 4/6 Perfume, 2/6 Slide Compact
Retail Price **7/.** Per doz. **56/-**

No. 157 Contents: 2/6 Perfume, 1/9 Nickel Compact
Retail Price **4/3** Per doz. **34/-**

SAVILLE PERFUMERY LIMITED, WATFORD, Herts

High Class **June**

SILK LINED COFFRETS

at popular prices

No. 154 Contents: 1/3 Perfume
9d. Talcum
6d. Powder
Retail Price **2/6** Per doz. **20/-**

No. 160 Contents: 1/3 Perfume
1/- Compact
9d. Van. Cream
Retail Price **3/-** Per doz. **24/-**

No. 155 Contents: 1/3 Shav. Sticks
6d. ,, Cream
1/- Brilliantine
Retail Price **2/9** Per doz. **22/-**

No. 152 Contents: 1/3 Perfume
2×6d. Soap
Retail Price **2/3** Per doz. **18/-**

No. 151 Contents: 1/3 Perfume
1/- Compact
9d. Van. Cream
6d. Cold Cream
Retail Price **3/6**
Per doz. **28/-**

No. 150 Contents: 1/3 Perfume
1/3 Powder
(Flat Sifter)
9d. Van. Cream
Retail Price **3/3** Per doz. **26/-**

Last year the sales of June Coffrets broke all previous records—a tribute to their outstanding value and irresistible appeal. This year's range combines all the features which experience proves to be responsible for their unrivalled popularity.

Don't Experiment—Show June

SAVILLE PERFUMERY·LIMITED, WATFORD, Herts.

SAVILLE'S **NEW** PERFUME OF

The sensation of the year

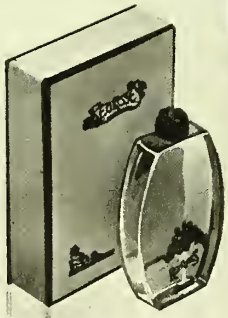
A genuine S.V.R. product at popular prices

WONDERFUL DISPLAYS

QUICK SALES SURE REPEATS

Small Size **1/6**
per doz. **12/-**

Powder, Bowl & Puff **2/6**
per doz. **20/-**



Large Size **5/6**
per doz. **44/-**

Vanishing Cream **1/3** per doz. **10/-**

Medium Size **3/-**
per doz. **24/-**

Powder
Small Size **6d.**
per doz. **4/-**
Large Size **1/-** per doz. **8/-**

Cleansing Cream
1/3
per doz. **10/-**

SAVILLE PERFUMERY LIMITED, WATFORD, Herts.

"Dawn" (REGD)

Ravel-Proof

Dawn Reg. Trade Mark RAVEL PROOF

Knitted by Patented Process

Single Fabric—Loops on both sides.

Soft in texture. *Very durable.* *Embroidered Edge.* *Will not become slimy.*

A Pleasing range of Fast Colours, each cloth in transparent packing. In attractive display outers.

Jacquesil Fabrics Ltd

These Face Cloths are splendid value and will give complete satisfaction. Wholesale only.

105-107 PRINCESS STREET, MANCHESTER

London Agent: G. H. Bolton, 28 Falcon Square, Aldersgate Street, E.C.1.

Grace and Beauty

U.G.B

OPAL

JARS and TOILET BOTTLES

The Perfect Pair

Cater to feminine appeal — the greatest selling force of all — through the medium of attractive packaging.
U.G.B. specialise in designing and manufacturing Opal Glass containers, Crystal Perfume and Toilet Water Bottles of graceful and beautiful appearance. Complete with moulded KORKALITE Screw Caps in attractive colours.

CAP & BOTTLE MANUFACTURED BY

UNITED GLASS BOTTLE MANUFACTURERS LIMITED

40-43 NORFOLK STREET, STRAND, LONDON, W.C.2

Telephone: TEMPLE BAR 6680 (10 lines)

Telegrams: "Unglaboman, Estrand, London"

INDISPENSABLE
to busy dispensers
U.G.B.
MEDICAL BOTTLES
WASHED AND STERILISED
UGB
STERILIZED MEDICALS

LEYLAND

HOT-WATER BOTTLE

A de luxe Bottle, made in double thick rubber, twice the strength and wear.
In Jazz Colours; Boxed: Retail **4/6**

THE LEYLAND & BIRMINGHAM

Pharmal

HOT-WATER BOTTLE

Supper Time is Hot-Water Bottle Time

The KIDDIES' WARMER

The Leyland and Birmingham Rubber Company, whilst always at the service of the Retail Chemist, do not supply any lines direct, all distribution going through the Wholesaler.

All the leading Wholesalers stock Leyland lines, which can be supplied per return.

'Pharmal' moulded rubber bottle, reinforced inside with rubber ribs.
***In various colours and Jazz: Retail* 2/6**

RUBBER CO. LTD., LEYLAND, LANCS

VISKAPS

THE ORIGINAL VISCOSE BOTTLE CAPSULES

Ensure security, hygiene and an attractive finish to every bottle.

* VISKAPS seal and mould themselves to the contour of almost any bottle and stopper. * VISKAPS can be printed with lettering or design in fast ink. * VISKAPS can be supplied Wet or Dry, and dyed to suit any colour scheme. ——— * *VISKRINGS are similar to VISKAPS, except that they leave the top of the closure open, thereby allowing any printing or device to be seen.*

WE ARE ALSO MOULDERS IN BAKELITE AND SIMILAR SYNTHETIC RESINS OF ALL THE REQUIREMENTS OF MANUFACTURING CHEMISTS, INCLUDING BOTTLE CAPS, COSMETIC CONTAINERS, SHAVING STICK and ALUM STICK CONTAINERS, etc.

Entirely British Made

VISCOSE DEVELOPMENT Co. Ltd., Woldham Rd., Bromley, Kent *Telephone: Ravensbourne 4561*

Makers of the Famous Viskaps for over 30 years.

Four Series
For all uses

HAWKE
HOOD
MARLBORO
WOLFE

THE INTERNATIONAL BOTTLE CO, LTD.
48, FORE STREET, LONDON. E.C.2.
PHONES: MET 6161 (4 LINES) GRAMS: AUTREFOIS, TELEX, LONDON.

PHARMACEUTICAL
W HIGHEST
DISPENSING BOTTLES
CHEMISTS ROUNDS
FEEDING BOTTLES
SOXHLET BOTTLES
EYEBATHS
SPRINKLER BOTTLES
OPAL AND FROSTED GLASSWARE
QUALITY
GLASSWARE
DESIGNERS & MANUFACTURERS OF GLASSWARE FOR PERFUMES COSMETICS AND BATH SALTS
WOOD BROS. GLASS Co
LIMITED
(ESTABLISHED 1828)
BARNSLEY ENGLAND

SHOP ROUNDS
OIL ROUNDS
POISONS
SYRUPS & ETHERS
with and without
RECESS LABELS
DISTINCTIVE
QUALITY.
BEATSON, CLARK & CO. LIMITED
ROTHERHAM YORKS
EST. 1751

Three-quarters actual size.

Frozoclone

REGD.

The Original Solid Eau de Cologne in a beautiful Christmas Presentation Casket.

The price remains the same—

LARGE SIZE 3/6 28/- per doz. P.A.T.A.

SMALL SIZE 2/- 16/- per doz. P.A T.A.

The special Christmas packing applies only to the large size.

Carnate

The renowned Nail Polish in a New exquisite pink "Beatl" container with screw cap.

Produces a natural brilliant polish.
Waterproof and Antiseptic.

RETAIL 1/9 14/- per doz. P.A.T.A.

R. DEMUTH'S LABORATORIES

68 Salusbury Road, Montrose Avenue, N.W.6 *Phone: Maida Vale 5340*

LA PARFUMERIE MODERNE

(Established 1908)

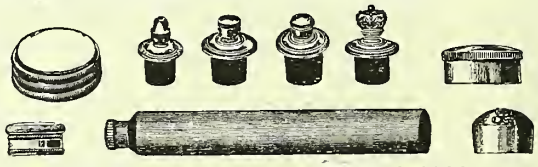
An Illustrated Monthly Review of the Perfumery and Allied Industries

The regular publication (in English and Spanish as well as in French) of technical and practical articles on Essential Oils and Synthetic Perfumery Products is a feature of this popular Trade Journal.

Specimen copy and all particulars from.

15 rue Constant, Lyon **7 rue Chevreul, Paris (XIe)**

62% Profit on Turnover
by selling
PEROX
SUPER PEROXIDE
TOOTH PASTE
(Double Strength)
6d. and 1/-, price protected.
Sold by Chemists only.
Extensive range of Display Material.
BRITISH MADE
Send also for range of "Own Name" packs and keenest quantity terms
PEROX LTD. 12, Chenies St., W.C.1.



FOR BRITISH MADE METAL SMALL-WARES OF EVERY DESCRIPTION
GET IN TOUCH WITH
L. ELBOZ & SON
MANUFACTURERS, MERCHANTS & AGENTS
"RAYON D'OR" WORKS
94 FERNDENE ROAD, LONDON, S.E.24
Tel.: Brixton 3456

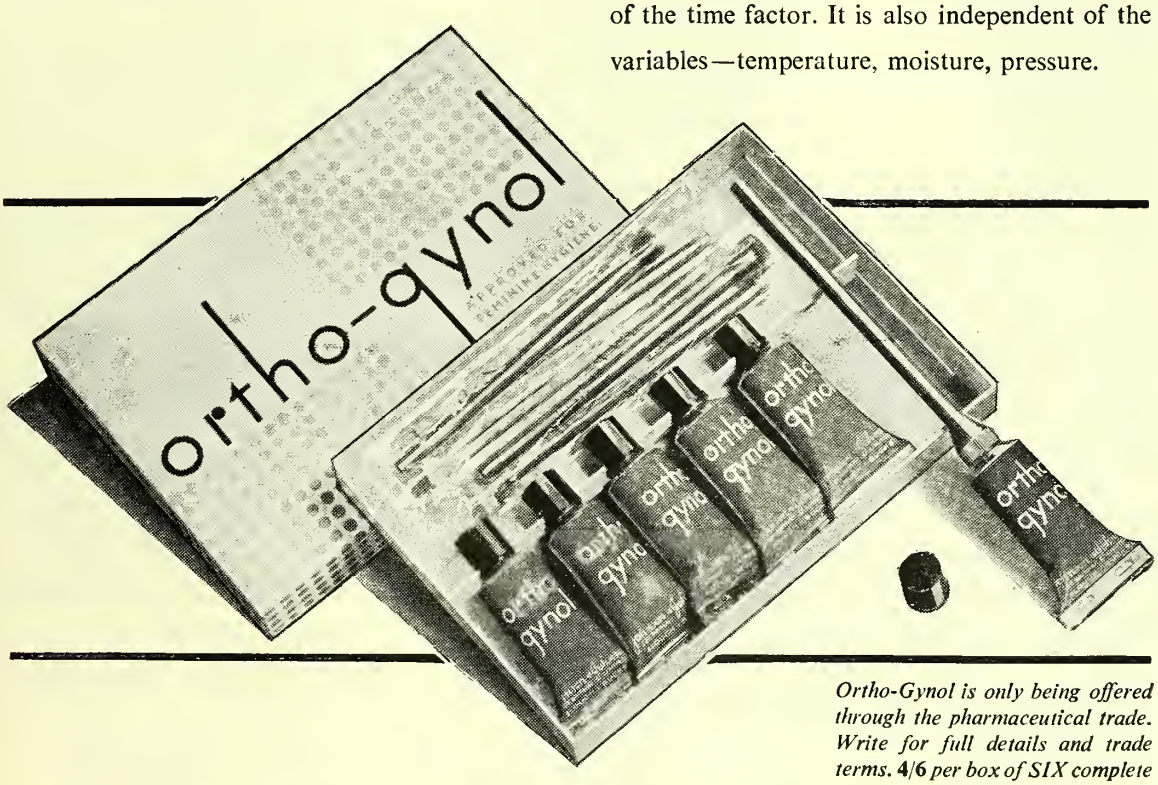
The CONTRACEPTIVE with a professional policy

It is with a full realisation of their responsibilities and with their eyes open to the dangers of promiscuous sale that Johnson & Johnson have introduced Ortho-Gynol.

Every effort has been and will be made to limit the sale of Ortho-Gynol to professional channels. Medical practitioners can prescribe through qualified chemists. All non-professional outlets will be rigorously excluded.

Ortho-Gynol has two years of clinical experience behind it. Doctors are being invited to examine Ortho-Gynol and its claims before they pass judgment upon it. Every facility will be given.

Moreover Ortho-Gynol is indetectable in use; the most fastidious could not object to it on aesthetic grounds. It does not deteriorate even in tropical climates and it is effective immediately it has been applied and is therefore independent of the time factor. It is also independent of the variables—temperature, moisture, pressure.



Ortho-Gynol is only being offered through the pharmaceutical trade. Write for full details and trade terms. **4/6** *per box of SIX complete units.*

ortho-gynol

THE DEPENDABLE CONTRACEPTIVE

Johnson & Johnson (GT BRITAIN) LIMITED

SLOUGH, BUCKS

MAKERS OF K.Y. JELLY AND JOHNSON'S LIGATURES AND SUTURES

Awarded Certificate by The Institute of Hygiene for Purity—Quality—Merit

LOCARNO
MEDICATED TOILET ROLL

Costs 3d.

BRITISH MADE

Sells 6d.

Sales restricted to Chemists

You are sure of repeat orders by selling the "LOCARNO"

Contains 650 sheets of pure white Sulphite Paper.

Free delivery. Packed in cartons

Free Sample Roll on application

Each Roll 12 oz.

Sole Manufacturers:
J. RUTHERFORD & Co. Ltd
VICTORIA PAPER MILLS
VICTORIA RD. HOLLOWAY, LONDON, N.7

CONTRACTORS TO H.M. GOVERNMENT

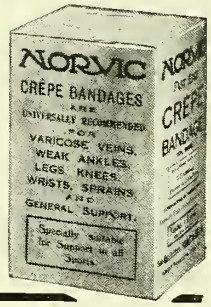
NORVIC

BLUE CARTON CRÊPE BANDAGES

The Blue Carton, prominently displayed in the window or on the counter will increase your crêpe bandage sales enormously. A P.A.T.A. LINE with FULL 33⅓ PROFIT.

From leading wholesalers.

Sole manufacturers: Grout & Co. Ltd. 35 Wood Street, London, E.C.2.



HOT WATER BOTTLES

HANCOCK'S HANDMADE HOT WATER BOTTLES are built for service under the most exacting conditions. Only the strongest fabric and the best quality rubber are used. The seams are specially reinforced and solid stoppers are fitted.

There is 120 years' experience behind each bottle. Made in Red or White.

Hancock's are also manufacturers of the finest quality Moulded Bottles in varieties of colours plain or marbled.

Write for name of Stockists.

JAMES LYNE HANCOCK LIMITED
THE FIRST RUBBER FACTORY IN THE WORLD
266 GOSWELL ROAD, LONDON, E.C.1
FOUNDED 1820
Phone: Clerkenwell 4410-4412 *Grams: Masticator, Barb, London*

SOUTHALLS
SANITARY TOWELS

All the year round publicity, appearing in virtually every newspaper and magazine read by women, ensures steady sales to the dealer who stocks Southall's products.

The "ORIGINAL" and most popular.

The "CELTEX" soluble, easily disposed of.

The "K" made entirely of absorbent cotton wool, with very soft cover.

The "COMPRESSED" for travelling. A very popular line.

SOUTHALL BROS. & BARCLAY LIMITED · BIRMINGHAM

KUTTEEL

The Vest Pocket First-Aid Outfit.

For Cuts, Wounds and Sores of Every Description.
Instantly Stops Bleeding. Relieves Soreness.
In Screw-capped bottles, complete with brush,
9d. per bottle. —— **Double size 1/3**

SELLS AT SIGHT

Price: **6/- per card,** containing one dozen neatly cartoned bottles.

Thornton Pharmaceutical Laboratories
LIMITED
THORNTON, BLACKPOOL

A New Line in Corn Plasters
'CROCUS'
CORN COMFORT

Write for particulars of special offer during this month

ATTRACTIVELY PACKED IN DECORATED TIN BOXES CONTAINING 6 PLASTERS OBTAINABLE FROM YOUR USUAL WHOLESALER

LIBERAL TERMS

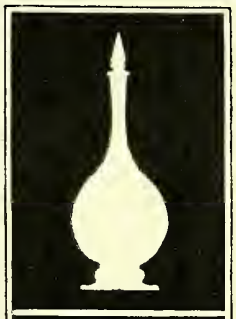
W. MATHER LTD.
MANCHESTER

PERKEN, SON & CO., LTD.
Established 1852.
Contractors to H.M. Government.

THE "MATER" CLINICAL REGD.

ALL TYPES OF CLINICAL AND OTHER THERMOMETERS
Price List on Application.

94 HATTON GARDEN, LONDON, E.C.1
Telephone: 0724 Holborn.
Telegrams: "Optimus, Smith, London."



Buy direct from the Makers

WE ARE ACTUAL MAKERS OF ALL TYPES OF
CHEMISTS' SIGNS
Illuminated from 65/–
Non-illuminated „ 47/6

Let us quote you

SCINTILLATING SIGN SERVICE,
68a COLEBROOK ROW,
ISLINGTON, N.1
Telephone: CLERKENWELL 1310

MENE

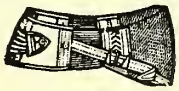
Advertised from January to December and never fails to give satisfaction. Also SU-CAN *Soluble* for instant disposal.

From your Wholesale House, please.

ROBINSON & SONS LTD. CHESTERFIELD & LONDON

J. H. HAYWOOD, Ltd.
Surgical Appliance Manufacturers,
Castle Gate, NOTTINGHAM
Telephone: 40488 NOTTINGHAM.
Telegraphic Address: "APPLIANCE, NOTTINGHAM."

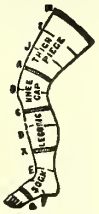
Established over a Century.



SPECIALITIES FOR WINTER.

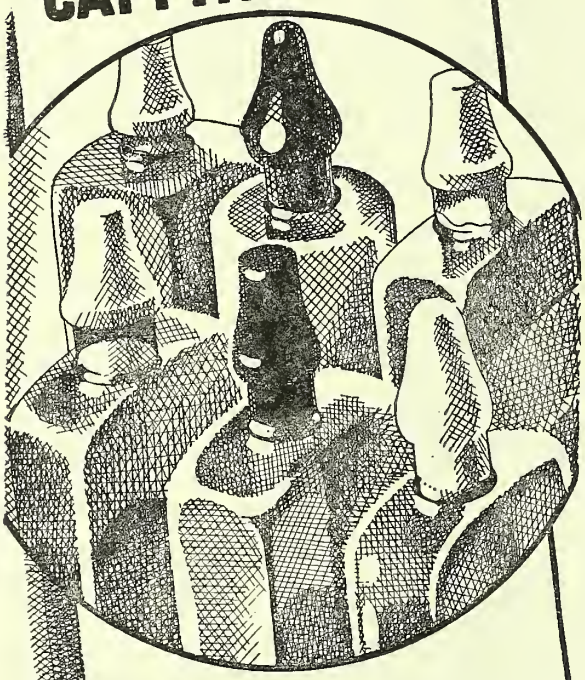
ELASTIC HOSIERY (Seamed and Seamless), TRUSSES (Spring and Elastic), SUSPENSORY BANDAGES, BRACES, LADIES' AND GENT'S ABDOMINAL BELTS for support and warmth, made in felt, flannel and fleecy.

CHEST PROTECTORS, SLEEPING SOCKS, INDIA-RUBBER AND AIR-PROOF GOODS, NURSING REQUISITES, DRUGGISTS' SUNDRIES, &c.



PRICES ON APPLICATION

WE OFFER A BOTTLE CAPPING



GIVING THE FOLLOWING ADVANTAGES :

SPEED OF OPERATION—PERFECTION OF FINISH—MINIMUM WASTE. In Standard Colours – BLACK, RED, WHITE or BLUE. Special colours and shades to order.

PRICE

12/- to 15/- per gallon according to quantity.

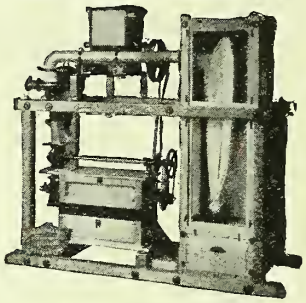
May we give you the pleasure of testing it ? Write for Sample C.S.I. to :

DOPE DEPARTMENT

British Celanese Limited, Celanese House, Hanover Square, London, W.1

COMPACT & COMPLETE

for the rapid and economical production of superfine powders



Combined Feeding, Grinding Sifting and Dust collecting plant made by

GARDNER'S

This compact Gardner plant enables the Chemist and Druggist to produce his own powders etc., of the very highest quality.

The grinding unit produces an almost impalpable powder ; the sifter and dust collector effectively eliminate all but the finest, smooth, free running particles. The powders so economically produced by this machine will provide many new and profitable lines.

WM. GARDNER & SONS (GLOUCESTER) LIMITED

Telephone: 2288 (2 lines). **BRISTOL RD., GLOUCESTER.** *Telegrams:* "Gardner, Gloucester,"

London Office : 19 Gray's Inn Chambers. 20 High Holborn, W.C.1. Telephone : Chancery 7347.

NOW BRITISH MADE

WAGNER'S DRY BOTTLE CAPS

BEST IN QUALITY & APPEARANCE

Self-Fixing

R. V. WAGNER

33 BROOKE ST., LONDON, E.C.1 *Tel. Holborn 5090*

TAPERED, PYRAMID, DOMED AND FLANGE **CORKS**

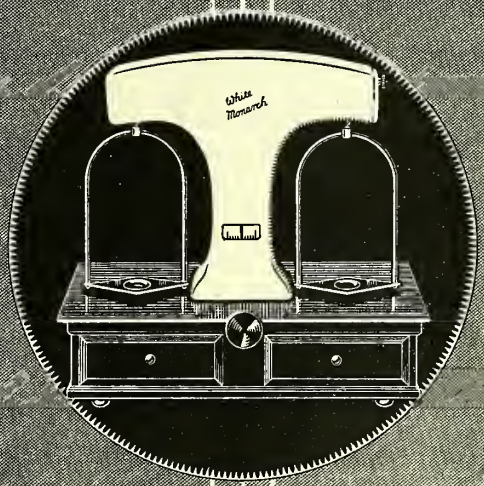
COMPOSITION AND BAKELITE **STOPPERS**

THE MOST COMPETITIVE MANUFACTURERS IN THIS COUNTRY

MUNDET CORK PRODUCTS, LTD.

12/18 ABBEY ST., TOWER BRIDGE ROAD, S.E.1

Telegrams: MUNDETCOMP, BERM, LONDON *Telephone:* HOP 2043-4-5



Your Dispensary deserves the most modern equipment

INSTAL THE NEW ENCLOSED BALANCE

WHITE MONARCH

REGISTERED TRADE MARK

COMPLETELY PROTECTED FROM DAMAGE BY DUST OR FUMES, BY THE WHITE ENAMELLED HOUSING. CLEANED IN A MOMENT, NOT EASILY KNOCKED OVER.

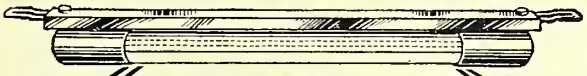
★

Strongly constructed to withstand hard usage without impairing its sensitivity

STAINLESS STEEL & CHROMIUM PLATED FITTINGS. ALTERNATIVE MODELS AVAILABLE

Ask your Sundries House to show you one

WILLIAM A. WEBB Ltd. 4/5 SKINNER ST., LONDON, E.C.1



REFLECTA-STRIP

Shadowless Display Illumination

(*Pat. No.* 17754)

An ingenious device of modern window and showcase lighting; simple to install, adaptable, inexpensive; gives brilliant white light from concealed source; inconspicuous with fittings. Write for fully descriptive catalogue—"Pollards' Reflecta-Strip Lighting List, No. R.S.1."

POLLARDS

159 St. John Street, London, E.C.1

NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessaries from him. Moreover, the continuous demand for it produces a quick turnover.

For Direct Terms apply to—

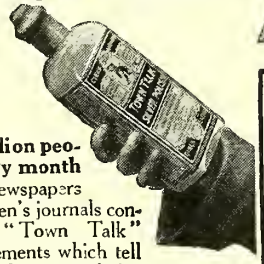
OSCAR SCRUTON & Co., YORK

THE TOWN TALK

5

LIQUID SILVER POLISH
SILVER PLATE CLOTH
LIQUID PEWTER POLISH
CHROMIUM PLATE CLOTH
GLASS POLISHING CLOTH

Five lines that the housewife regularly buys because of their unequalled excellence



Ten million people every month buy the newspapers and women's journals containing "Town Talk" Advertisements which tell readers the superlative qualities of "Town Talk," also that it is sold by Chemists.

That is why stockists do not have to sell "Town Talk"—they are asked for it.

Order the "Town Talk" 5 quick-selling repeat-order lines. They give a generous profit.

Additional "TOWN TALK" Sales Helps supplied free on request. Showcards, Window Displays, Samples, Leaflets, Cinema Slides, Blocks for own advertising.

TOWN TALK POLISH Co., MANCHESTER

You do not have to sell 'TOWN TALK.' Women BUY it.

ORDER DIRECT OR FROM:

James Woolley Sons & Co., Ltd., Manchester
Ayrton, Saunders & Co., Ltd., Liverpool
Brooks & Warburton, Ltd.
Goodall, Backhouse & Co., Leeds
May, Roberts & Co., Ltd., London

WHY NOT ENQUIRE ABOUT OUR NEW

IDEAL SHOPFITTINGS ?

PHILIP JOSEPHS & SONS, LTD.

PHARMACEUTICAL SHOPFITTERS

90 & 92 St. John Street, Clerkenwell, LONDON, E.C.1

Telephone: CLERKENWELL 2191 *Telegrams: JOSIPHIAH SMITH, LONDON*

"PHARMACY FITTERS FOR OVER A CENTURY"

English Filter

POSTLIP

Papers

SQUARES
CIRCLES
FOLDED
ROLLS

WHITE
GREY
PLAIN
ANTIQUE
EMBOSSED
CRINKLED

SAMPLES FREE

Postlip Filterings are stocked by all the leading Wholesale Laboratory Dealers.

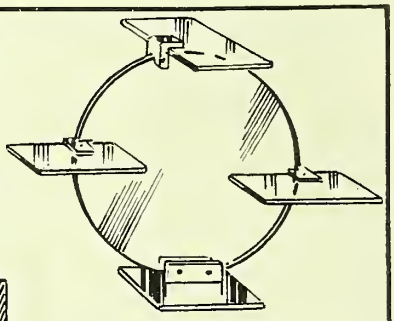
Evans, Adlard & Co. Ltd

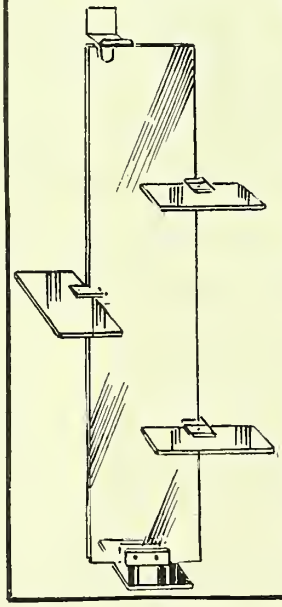
Postlip Mills, Winchcombe, Cheltenham.

Show your Perfumery on these

DISPLAY UNIT BUILDERS

IDEAL FOR XMAS DISPLAY





You can build an endless variety of Display Stands with the aid of these special screw fittings.

Write for full particulars.

Large stock of *Glass* Ovals, Circles and Rectangles in full range of sizes.

Pedestals in Chromium Plated and Brown Bronze Finishes.
Lists free

"Clements" STANDS AND FITTINGS are used in the "Chemist & Druggist" Model Window Displays.

CLEMENTS, NEWLING and Company, Ltd.

95/96 WOOD STREET, LONDON, E.C.2

SHERLEY'S

DOG & CAT MEDICINES

are always in popular demand. They are prepared by fully qualified Analytical and Pharmaceutical Chemists under the supervision of a veterinary expert and have reached their present big sales because of their purity, safety and efficacy.

Extensive advertising, generous trade terms, including extra discounts for £2 parcels and Window Display, make the Sherley range of Products the ideal lines for you. Keep a stock always on hand to meet the demand in your district for these quick-selling lines.

A postcard brings full details

A. F. SHERLEY & Co. Ltd., 18 Marshalsea Rd., London, S.E.1

Sherley's Worm Capsules and Powders
Tonic & Condition Powders
Insect Powder
Canker Lotion & Powder
Skincure
Cough Tablets
Fit Tablets
Lintox for Distemper
Distempercure
Wound Lotion
Eye Lotion
Formalin Soap
Shampoo Dry Shampoo
Dry Cleaning Powder
Dry Cleaner
Lactol & Lactol Biscuits

A novel bottle for the super quality "PENNINE" BRAND GINGER WINE ESSENCE

T.R.2

No other Ginger Wine Essence is so economical *and* satisfying as Pennine Brand. It makes repeat custom inevitable, for not only the excellence of the contents, but the dimpled bottle itself is an attraction. It has the appearance of quality, just as the essence possesses the full flavour and the tang of quality.

The 3 oz. bottle is the basis of 6 pints of full-strength Ginger Wine at a cost of less than 3d. per pint.

Trade Price : 5/- per dozen

Bonus bottle FREE with every dozen ordered before October 31st. Showcard available.

To Retail at 9d. PER BOTTLE

THORNTON AND ROSS LTD

Manufacturing Chemists, MILNSBRIDGE, HUDDERSFIELD

BRITISH WINES

We specialise in . . .

B.P. ORANGE and WHITE WINES.

WRITE FOR SAMPLES AND QUOTATIONS.

MELROSE-DROVER, LIMITED,

MAKERS,

LEITH.

London Office: Dolmeny House, 24/6 Monument St., E.C.3

Established 1872.

IF YOU WANT BETTER BOTTLES -BETTER SEE BARNETT!

MANY NEW IDEAS JUST INTRODUCED

JACK L. BARNETT LTD.

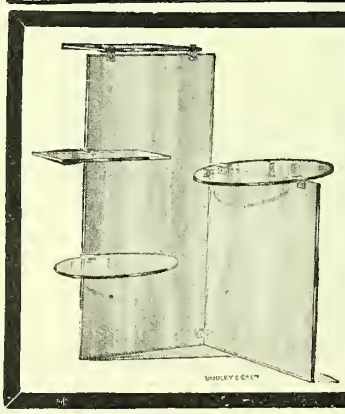
18 BASINGHALL ST. LEEDS 1. Phone 28447

10,000 Attractive Leaflets 27/6, 5,000, 17/6

Carriage Paid

Good, clean, bright work that will increase trade. A Post Card will bring you full information and samples.

ELLAMS & Co., 33 Hanover Street, Liverpool



This is the latest type of Invisible Window Display Stand

No. S.F. 5415

Elegant Frameless Stand as shown. Consisting of—
1 36×12 glass oblong
1 18×12 " "
1 12×9 oval
1 11×5 "
2 10×4 "
and all necessary Chromium Plated Clips.

Complete for 22/6

Send for full particulars and list C.D. 1500.

DUDLEY & CO., LTD.

451 Holloway Rd., London, N.7

ILFORD

ANNOUNCE

2

NEW ROLL FILMS

SELO FINE GRAIN PANCHROMATIC FILM

for miniature cameras. Enlarges to any desired size without trace of grain or "mealiness."

SELO HYPERSENSITIVE PANCHROMATIC FILM

The fastest of all Panchromatic roll films. Night scenes and all dimly-lighted subjects requiring instantaneous exposures can now be recorded successfully with ordinary equipment. A fascinating new field has thus been opened to amateurs by Ilford enterprise. Selo Hypersensitive Panchromatic Film Packs are also supplied.

Ilford Hypersensitive Panchromatic Plates and Flat Films are also available.

REGISTERED TRADE MARK

Made in England by

ILFORD, LIMITED - ILFORD, LONDON

TALKS TO PHARMACISTS

WINDOW ATTRACTION

Realising as we do that an attractively dressed window, full of colour, brings in a very great deal of extra business, we pay great attention to the packing of our Proprietaries and Specialities. Neatness of pack and beauty of design always draw attention, and the sale is half made.

Every Pharmacist's window, however small, can be made to look as attractive and striking as the best windows in the district.

When you can make a really distinctive show with goods that give a real profit, then those goods are worth selling and worth pushing.

"Nobody would pass without stopping."

Take for instance Iodised Formalin Tablets. The formula is of course excellent. The neatness of the pack makes an instinctive appeal to the buyer. Appearance and price are all that can be desired. These handy tins sell for 6d. and cost you 4/- a dozen or 3/9d. a dozen for 6 dozens, and 3/6d. a dozen for gross lots.

We have a number of lines that would make such a fine display in your window that nobody would pass without stopping. We will tell you about a lot of them in the coming weeks, but in the meantime we wish you would write for particulars.

THOMPSON & CAPPER WHOLESALE LTD.

MANESTY BUILDINGS, COLLEGE LANE, LIVERPOOL, 1.

INCREASE YOUR DEVELOPING AND PRINTING SERVICE!
Make use of our really useful series of D. & P. books, also our Printed Aids to Selling.
Interesting range of samples post free.
BURALL Bros. - Wisbech, Cambs.

Senna
FROM OUR OWN GROWERS
Alexandrian & Tinnevelly Pods Leaves Siftings
John Ronaldson & Co. 15 Seething Lane, London.

A DELIGHTFUL NEW NUTRITIOUS STIMULANT
—a pleasant combination of milk, eggs, and really good wine. A perfect tonic with an alluring taste. This is a profitable line most attractively packed.
'VINTEGG' THE ORIGINAL EGG WINE
Ask for descriptive literature and special terms.
JOSEPH HOBSON & SON, Ltd., Regent St., Leeds 2

"VITAMIN TESTED YEAST"
Yeast specially prepared for medicinal purposes
GUARANTEED ABSOLUTELY PURE
MIDGLEY & PARKINSON, LTD., Warren Works, Pudsey, LEEDS
Sole selling agents for Great Britain—
THE OLD STRAND CHEMICAL & DRUG CO. LTD.
Audrey House, Ely Place, London, E.C.1

ENGLISH OIL OF CAMOMILE
(ANTHEMIS NOBILIS)
From Plants Grown on My Own Farm
R. W. B. STARKE
The CHESTNUTS FARM, EYE, SUFFOLK
Also ENGLISH CAMOMILE FLOWERS

IONIZED IODINE
(MOLSON BRAND)
Obtainable from the usual wholesalers or the makers
MOLSON IONIZED IODINE CO. Ltd.
34 C, GABRIEL'S HILL, MAIDSTONE

ALL CHEMISTS SHOULD STOCK
ABDINE
THE GOLD MEDAL HEALTH DRINK. Quick Seller. Big Profits. Over 60 years' Reputation. "Abdine" is obtainable from the Wholesale Houses. Attractive Display Material constantly available.
DUNCAN McGLASHAN LTD., ABDINE WORKS, WESTFIELD RD., EDINBURGH

URICURE TABLETS
Greatest of all Rheumatic Remedies
1/3 SIZE, 7/- DOZ, 3/- SIZE 17/6, 5/- SIZE 25/-
THE ACTON PILL & TABLET CO LTD ASH VALE, SURREY

Are you stocking
YESTAMIN?
Dried Yeast in its most valuable and most convenient form—powder and tablets. Generous terms and good discounts. *Write today to:*
THE ENGLISH GRAINS Co. Ltd., Shobnall Road, Burton-on-Trent

ATLAS "KATTLEKURE"
The Best and Safest Remedy for Cattle, Horses, etc.
There is money to be made in Veterinary lines if you stock the right lines. "Kattlekure" is known throughout the country and regularly advertised in all the farming journals.
CARTER BROS., SHIPLEY, Yorks

SHADEINE
FOR TINTING GREY HAIR
This popular article is largely advertised and stocked by all Wholesale Houses.
Trial size 8d. per doz. 6/-
1/4 size, per doz. 12/-
2/6 size, per doz. 24/-
3/9 size, per doz. 36/-
The SHADEINE Co., 58, Westbourne Grove, London, W.2

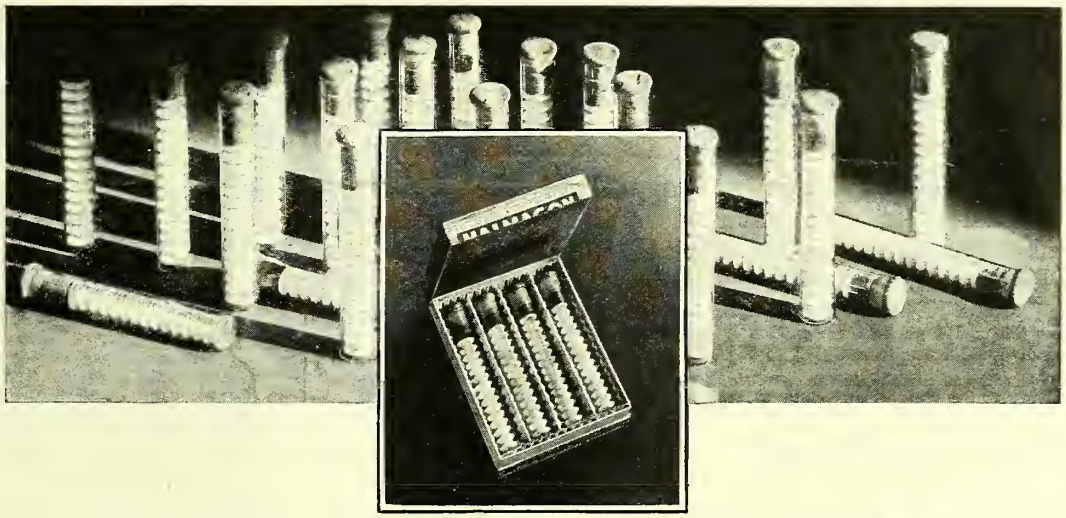
DOLS' VOLATALISE FLANNEL
THE WONDERFUL REMEDY for RHEUMATISM, NEURITIS, SCIATICA, LUMBAGO, etc.
Now is the time to look to your stock. Send for price list to
DOLS' VOLATALISE FLANNEL Ltd.
VIADUCT ST., HUDDERSFIELD

Louis de Luxe Products
ALL TOILET PREPARATIONS
PROPRIETORS:
Low, Son & Haydon, Limited
5 GT. QUEEN ST., LONDON, W.C.2 COURT PERFUMERS
TELEPHONE: HOLBORN 6410 EST. 1790

Anti-Phrax SAFE BRUSHES
SHAVING AND TOOTH BRUSHES
EDWARD HACK,
69 FARRINGDON ROAD, LONDON, E.C.1.
Telephone: HOLBORN 6000

MEDICAL FLATS, PANELS, POISONS
Good Quality
Keen Prices
GLASS BOTTLES
Buy from the actual makers
Wm. HANSON & SONS, Ltd.,
ROSEGROVE, BURNLEY

FREE and POST FREE
NEW CO-RE-GA CARD
Display it and increase your sales
THOS. CHRISTY & Co., Ltd., Old Swan Lane, London, E.C.4

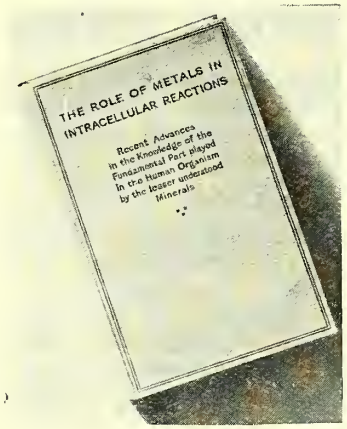


HALMAGON

BRAND TABLETS

AN ENTIRELY NEW PRODUCT

THE fact that the human body requires minute quantities of metals for its effective functioning is being increasingly recognised, and this new product, presenting an essential metal in special form, has been issued to meet this requirement. Extensive propaganda has been undertaken to acquaint the medical, dental and veterinary professions with Halmagon preparations.



Every chemist should read the book " The Role of Metals in Intracellular Reactions," which contains an absorbingly interesting account of modern views on the requirements of the body for the efficient functioning of its organs. A copy of this book has been sent to every qualified chemist, together with a postage-paid card, on receipt of which the manufacturers will forward a specimen box of Halmagon Brand Tablets. No chemist should fail to avail himself of this opportunity. Qualified chemists who have not received this book may obtain it, post free, on request. The same offer is made to any assistant who is not yet qualified.

London Chemists' Exhibition, The New Hall of the Royal Horticultural Society, London, S.W.—September 24th–28th, Halmagon Stand 22, 23, 24.

HALMAGON Brand Tablets—Retail Price 2/6 per box of four tubes containing 60 tablets—a month's course. Wholesale—22/6 per dozen boxes.
HALMAGON Brand Emulsion for Intramuscular Injection is available to physicians—Retail price 4/6 net per box of six ampoules. Wholesale—40/6 per dozen boxes.

If any difficulty be experienced in obtaining supplies kindly communicate with the address below

TONICITY LABORATORIES, LTD.
Manufacturing Chemists, 26 Great Ormond Street, London, W.C.1

Telephone: Holborn 3349 and 8343 Telegrams: Busbuil. Holb. London

Simpkin's HALIBUT LIVER OIL HEXAGONS

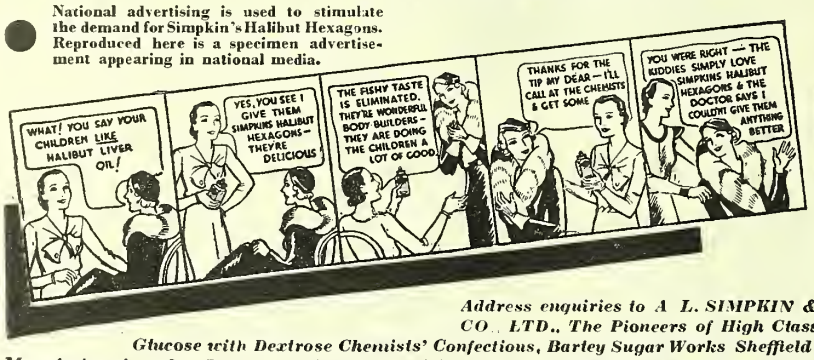
Call at Stand 75 and see The Chemists' "*Best Seller*"

Simpkin's Halibut Hexagons appeal to the strictly ethical mind of the medical and pharmaceutical professions, due to the fact that CROOKES 1,000 B.P. Unit Halibut Liver Oil is used in their manufacture.

The retail price of 8d. per qtr. lb. is within reach of the vast majority of the public. Attractive 8d. & 1/4 packets are extremely popular. Your profit on this line is exceptionally good, being from 82½% to 60% on cost, according to quantities.

We have a service in practically the whole of Great Britain and Northern Ireland to give delivery at the time of ordering, as well as to collect empties without trouble to you. (Admirable service is given in Holland by G. Lindner & Co., Amsterdam.)

National advertising is used to stimulate the demand for Simpkin's Halibut Hexagons. Reproduced here is a specimen advertisement appearing in national media.



Address enquiries to A. L. SIMPKIN & CO., LTD., The Pioneers of High Class Glucose with Dextrose Chemists' Confections, Barley Sugar Works Sheffield 6. Manufactured under Pharmaceutical Supervision for the Qualified Chemist Exclusively.

Whose Money?

WHEN mistakes, forgetfulness and temptation take toll of the takings . . . . whose money is short?

Wholesalers, assistants, rent, rates, taxes and other overheads must be paid. Whenever cash leakages occur IT IS THE PROPRIETOR WHO LOSES.

That is why thousands of retailers throughout Britain declare that their adoption of a

National CASH REGISTER

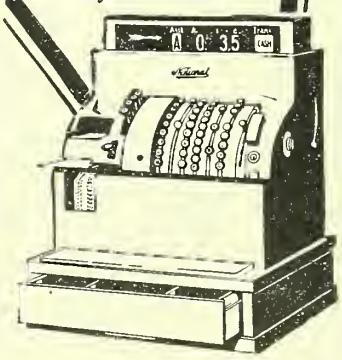
is the best investment they ever made.

"NATIONALS" embody every Cash Register feature of proved value. They not only reveal and stop profit leakages . . . they enable alert retailers to INCREASE profits, and to do it with much less work and worry.

Full details about a "National" that will meet your needs exactly await your request. Write and tell us your problems to-day. Every machine is offered on easy terms, and enquiry involves no obligation.

Address enquiry to:—

NATIONAL CASH REGISTER Co. Ltd.
225 Tottenham Ct. Rd., W.1
'Phone: MUSEUM 9811



NORTHERN POLYTECHNIC, London, N.7

Recognised Day and Evening Courses for PHARMACEUTICAL and 1st and 2nd Medical Degree Examinations.
Day and Evening Courses in CHEMISTRY, PHYSICS, MATHEMATICS, BOTANY, ZOOLOGY and GEOLOGY for Internal and External DEGREE EXAMINATIONS of the University of London.
Evening Classes for MATRICULATION subjects.
Facilities for RESEARCH WORK (day and evening) in Pure and Applied Science.
Special Courses in RUBBER TECHNOLOGY and in GLASS BLOWING.
New Session begins 24th September, 1934.
Full particulars on application to the SECRETARY.

AZYMA CACHETS

3/3 per 1,000
ALL SIZES
(*Carr. paid on* 4,000)

FRENCH, MORSTADT, and the DRY CLOSING SERIES
Special quotations for quantities and for printing
Write for Samples to
CICERO S. CLARK, *Sole Agent*
12 RICHMOND ROAD W.2

OPTICAL TUITION

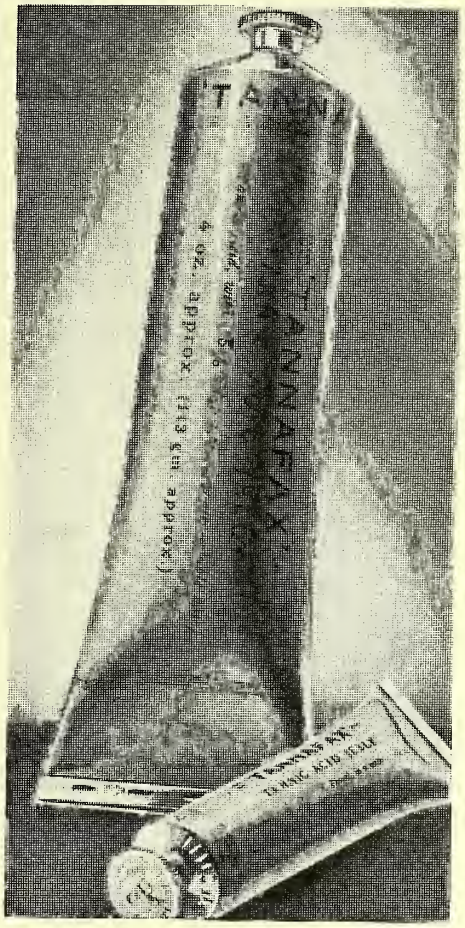
FOR THE
S.M.C., B.O.A. and N.A.O. DIPLOMA Examinations

Particulars :—
C. A. SCURR, F.S.M.C., F.B.O.A., F.N.A.O., F.I.O., F.C.O., M.P.S.
50 HIGH STREET, BARNET, LONDON, N.

F. MAUND & E. BERG (SHOWCASES) Ltd.

SHOPFITTERS & SHOPFRONT BUILDERS
175/9 OLD STREET, LONDON, E.C.1
Telephone: Clerkenwell 1782/3

are offering for sale, at competitive prices, an extensive and exceptionally full range of Chemists' Fittings, Second-hand and New.



Reduced facsimiles

A Tannic Acid preparation of unusual convenience

'TANNAFAX' Tannic Acid Jelly is applied direct from the tube to the affected surface. Eliminates the irritating and dangerous delay associated with the preparation of fresh tannic acid solutions.

Every factory, colliery, garage, ship and municipal fire-fighting service should include 'TANNAFAX' as part of its regular first-aid equipment.

'TANNAFAX' does not deteriorate. Has a non-greasy, water-soluble base which can be readily bathed off should subsequent treatment demand.

TRADE MARK **'TANNAFAX'** BRAND

TANNIC ACID JELLY

(Tannic Acid, with 0·5 per cent. Phenol, in a water-soluble base)

Tubes containing 20 *grammes (approx.),* **8/-** *per doz.*
" " 4 *ounces (approx.),* **24/6** *per doz.*

London Prices to the Trade (Subject)

BURROUGHS WELLCOME & CO.
LONDON

G 1823

COPYRIGHT

Please Note

Change of Telephone Number to
CENTRAL **4000**

Lilly

The Lilly Commercial policy fully recognises the function of the Physician to prescribe, the Retail Chemist to supply, the Wholesaler to distribute. Retail Chemists sending orders direct should give name of Wholesaler for invoicing.

ELI LILLY AND COMPANY, LIMITED
2, 3 & 4 DEAN ST., LONDON, W.1
Telephone : Gerrard 2144 *Telegrams :* "Lilypharm, Rath, London"
AFFILIATED WITH ELI LILLY AND COMPANY, INDIANAPOLIS, U.S.A.

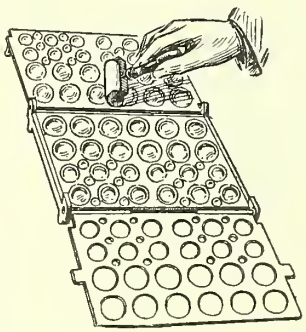
BENGER'S Food
Regd. TRADE MARK.

"THE STEADY SELLER."

The sale of Benger's Food is not liable to fluctuation. On the contrary, a steady sale of Benger's Food is ensured by the intrinsic merit of the product.

Write for a supply to:—
BENGER'S FOOD, LTD., Otter Works, MANCHESTER.

CACHETS & CACHET MACHINES—



Thos. Christy & Co., Ltd., offer to the trade an unrivalled service in cachets. Cachets both plain white and coloured, in sizes 000, 00, 0, 0½, 1, 1½ and 2 are always in stock and can be delivered immediately in perfect condition.

Filling and Closing machines for all sizes of cachets are available at prices from 4/6 to 52/6.

Write for a copy of the illustrated leaflet

THOS. CHRISTY & Co., Ltd., Old Swan Lane, London, E.C.4

THE
CHEMIST AND DRUGGIST
A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

The official organ of The Pharmaceutical Society of Ireland, The Pharmaceutical Society of Northern Ireland, The Chemists' and Druggists' Society of Ireland, and of other Chemists' Societies in Overseas Dominions

PUBLISHED AT
28 ESSEX STREET, STRAND, LONDON, W.C.2

Telegrams: "*Chemicus, Estrand, London*" *Telephone: Central* 6565 (8 *lines*)

BRANCH OFFICES
4 CANNON STREET, MANCHESTER (TEL.: BLACKFRIARS 3052) 54 FOSTER'S BUILDINGS, HIGH STREET, SHEFFIELD (TEL.: 22458)
19 WATERLOO STREET, GLASGOW (TEL.: CENTRAL 2329) 372 FLINDERS LANE, MELBOURNE, AUSTRALIA
155 AVENUE DE WAGRAM, PARIS, XVIIe (TEL.: ETOILE 19-79)
PLANTAGE FRANSCHELAAN 32 AMSTERDAM-C HOLLAND

VOL. 121. NO. 2850 SEPTEMBER 22, 1934

CONTENTS

	PAGE
Brush Market	370
Business Changes	355
Buyers' Guide to Christmas Trade	357
Chemists' Exhibition	350
Christmas Packs and Novelties	366
Coffrets	359
Coming Events	355
Deaths	356
Draft Poisons List and Rules	376
Correspondence:—	
Letters	385
Miscellaneous Inquiries	386
Subscribers' Symposium	386
Editorial Article:—	
Census of Production	375
Gifts for Men	368
Information Department	374
Irish Notes	347
Legal Reports	380
Manicure Sets	365
Marriages	356
Moulded Products	373
New Companies and Company News	380
News of the Week	345
Perfume Sprays	371
Personalities	356
Pharmaceutical Society of Ireland:—	
Council Meeting	348
Council Election	349
Pharmaceutical Society of Northern Ireland:—	
Council Election	349
Prescription Problem	356
Retrospect	386
Scottish Notes	346
Topical Reflections	347
Trade Marks	349
Trade Notes	354
Trade Report	381
Wills	356

News of the Week

Outstanding Trade Debts with Germany

For the purpose of obtaining information as to debts due from traders in Germany to traders in the United Kingdom and still unpaid owing to the exchange restrictions imposed by the German Government, the Board of Trade desire particulars relating to debts which became due for payment either (*a*) before March 1, 1934, or (*b*) after June 30, 1934, which have not yet been settled. Companies in the United Kingdom are accordingly now requested to supply, as soon as possible, and in any case *not later* than September 27, 1934, three copies of all *invoices* relating to the commercial debts referred to under (*a*) and (*b*) above. Particulars *are not required* of debts or portions of debts due after August 20 in respect of which payments have been made into the Special Account under the Anglo-German Exchange Agreement. This announcement applies only to debts arising out of the sale of goods to German importers. It does not apply to purely financial debts or obligations such as insurance premiums, interest, dividends, repayment of shares, mortgages, loans, etc. Bad and doubtful debts which have not been paid owing to the known insolvency of German traders should be excluded, and invoices must be accompanied by a statement on the part of the creditor that non-payment of the debt has, to his belief, been caused solely by the exchange restrictions. Further details as to endorsements required on invoices and all other information may be obtained on application to the Principal Assistant Secretary, Commercial Relations and Treaties Department, Board of Trade, Great George Street, S.W.1.

Exemptions from Key Industry Duty

The question of the renewal of the Safeguarding of Industries (Exemption) No. 3 Order, 1933, No. 4 Order, 1933, No. 1 Order, 1934, and No. 2 Order, 1934, made under Section 10 (5) of the Finance Act, 1926, is now under consideration by the Board of Trade. The articles covered by these Orders, which exempt them from duty until December 31, 1934, are:—

Integrators (planimeter type). Fermentographs, being instruments for measuring and recording carbon dioxide evolved during dough fermentation.

Mercury vapour rectifiers having mercury cathodes, of a capacity of more than 200 amperes and having more than three main anode terminals.

Celtium oxide; dysprosium oxide; erbium oxide; europium oxide; gadolinium oxide; holmium oxide; lutecium oxide; neodymium oxide; praseodymium oxide; samarium oxide; scandium compounds; terbium oxide; thulium oxide; ytterbium oxide; yttrium oxide.

Acid adipinic; acid filicic; acid isobutyl allyl barbituric; acid oxalic; acid propionic; alcohol amido ethyl; amido guanidine sulphate; amidopyrin (pyramidon; dimethylamidoantipyrine); ammonium perchlorate; barbitone (veronal; malonal; malourea; acid diethyl barbituric; diethylmalonylurea; hypnogen; deba); bromural (dormigene); butyl methyl adipate; calcium gluconate (calcium glyconate); chinoline (quinoline); chinosol; cocaine, crude; copper methyl arsenate; dial (acid diallyl barbituric); dicyandiamide; didial (ethyl morphine diallyl barbiturate); dimethyl sulphate; diphenyl; diphenyl oxide; elbon (cinnamoyl para oxyphenyl urea); ethyl abietate; ethyl cellulose; ethylene bromide; eukodal; furfurol; germanium oxide; glycol ethers; guaiacol carbonate (duotal); lead tetraethyl; lipoiodin; metaldehyde; methyl cellulose; methyl cyclohexanol methyl adipate; methyl sulphonal (diethylsulphonemethylethylmethane; trional); methylene chloride; nickel hydroxide; oxymethyl paraoxyphenyl benzylamine methyl sulphate; papaverine; phenazone (antipyrine; phenyl dimethylpyrazolone; analgesin; anodynine; dimethyl oxychinizin); phenetidine, para-; phloroglucine; phytin; piperazine (diethylene-diamine; dispermin); R. potassium chlorate; potassium ethylxanthogenate (potassium xanthogenate); potassium guaiacol sulphonate (thiocol); R. potassium hydroxide (R. potassium caustic; R. potassium hydrate); R. potas-

sium permanganate; pyramidon-veronal; quinine ethylcarbonate; radium compounds; salol (phenyl salicylate); sodium ethyl methyl butyl barbiturate; strontium carbonate; strontium nitrate; styracol (guaiacol cinnamate); sulphonal; synthalin; urea (carbamide).

Amorphous carbon electrodes over 3 ft. long, the cross section of which exceeds 12 in. in both length and breadth with longitudinal slots exceeding 2 in. in width and 4 in. in depth.

Vanadium-silica compounds specially prepared for use as catalysts for sulphuric acid manufacture.

Any communication should be addressed to the Principal Assistant Secretary, Industries and Manufactures Department, Board of Trade, Great George Street, London, S.W.1, on or before October 13, 1934.

Inquests

A verdict of "Felo de se" was returned at an inquest in Liverpool, on September 11, on the body of Isaac Smith, insurance broker, who swallowed a pellet of potassium cyanide while under arrest. Professor W. H. Roberts, city analyst, said death was due to potassium cyanide poisoning. He found ⅓ gr. in the organs he examined. "As small a quantity as 5 gr.," he said, "has been known to cause death."

The St. Pancras (London) coroner held an inquiry, on September 13 and 18, concerning the death of Mrs. A. M. Colbert, who died in the Metropolitan Ear, Nose and Throat Hospital, Fitzroy Square, W.1. Miss Ella Gilbert, a probationer nurse, said that the usual treatment was prescribed for Mrs. Colbert. Witness went to the poisons cupboard and took out a bottle. After some of the contents had been used, Dr. Thomas, who was in the room, looked at the bottle and discovered it was wrong. The Coroner: What did it appear that you had done?—I had brought chromic acid instead of protargol. Did you read the label?—I am afraid I did not. Dr. Robert S. Stephenson said he did not imagine that Mrs. Colbert could have swallowed much of the poison. Miss Gilbert had been at the hospital eighteen months. Dr. W. O'Donovan said the cause of death was bronchial pneumonia, which was a direct sequel to an infected burn inside the nose, caused by chromic acid. Miss Margaret Palmer, a dispenser, said the bottle containing chromic acid was not one she had issued. Dr. C. H. Thomas, who was in charge of the out-patient department, said that the patient's nose was washed with an alkaline solution, and the protargol put in afterwards. The two bottles mentioned were kept in a small cupboard over the mantelshelf. It was a drug cupboard, where drugs were kept for general use in the out-patient department. Among them were those poisonous and those not seriously poisonous. The chromic acid was in an "external application bottle." The Coroner: Does it not occur to you that those two bottles from the exterior are very much alike?—Oh, yes, they are. Mr. H. B. Jones, senior surgeon at the hospital, said that there was one poison cupboard in the out-patient department. He had been in touch with seven hospitals, and learned that the same obtained in those hospitals also. The practice of keeping one cupboard in the out-patient department had been in existence for the past twenty or twenty-five years, and to the best of his knowledge this was the first accident that had happened at the hospital. If there were any suggestions for the future they would do their utmost to carry them out. The coroner, summing up, said that he had had to consider whether or not any liability of which that court could take notice could arise. He came to the conclusion it could not. Mr. H. G. Garland, for the hospital authorities, expressed sympathy with the relatives of Mrs. Colbert. He said that steps had been taken for another cupboard to be installed in the out-patient department. There would be separate accommodation for dangerous and quasi-dangerous drugs. The coroner recorded a verdict of "Death by misadventure."

Birmingham

John Henry Shorthouse, author of "John Inglesant," the centenary of whose birth occurred on September 9, was in business life a manufacturing chemist in Birmingham.

A course of twelve lectures and demonstrations on "Modern Developments in Pharmaceutical Practice" will be held on Thursday evenings from 8.30 to 9.30 p.m., commencing on November 8, at the Department of Pharmacy, Birmingham Central Technical College.

Miscellaneous

THEFT OF CAMERAS.—A window of the pharmacy of Mr. Frank Leslie, chemist and druggist, Catford, London, S.E.6, was smashed on September 12 and three cameras were stolen.

FIRE.—An outbreak of fire occurred recently at the premises of Boots, Ltd., Sudbury, Suffolk. A quantity of methylated spirits became ignited, and the building in which it was stored was considerably damaged.

POISON-LICENCE APPLICATION.—The Southern Counties' Agricultural Trading Society, Ltd., has applied to the Romsey Town Council for a licence to sell agricultural and horticultural poisons at their branch at the Southern Railway Yard, Romsey.

ENTERPRISE AT DARWEN.—It is stated Darwen may become a spa. Tests made during the drought reveal that certain springs in Bold Venture Park contain quantities of magnesium and calcium salts comparable to those contained in the waters of leading spas. The water comes from a deep well on Darwen Moors.

BRITISH INDUSTRIES FAIR.—The next British Industries Fair is being held in London from February 18 to March 1, with the exception of the Engineering and Hardware Section, which (as already announced) will be held in Birmingham from May 20 to May 31. We are informed that nearly all the space available has been booked.

SIR JOHN CASS TECHNICAL INSTITUTE.—The new session of the Sir John Cass Technical Institute, Jewry Street, London, E.C.3, opens on September 24. The new wing, built on a site measuring about 5,000 square feet, will be opened by the Rt. Hon. the Earl of Athlone, Chancellor of the University of London, on October 10.

DANGEROUS DRUGS ACTS.—At Manchester Police Court, on September 13, Alfred Rowe (35), described as a trade society canvasser living at Northenden, appeared in answer to a charge of unlawfully obtaining from a Manchester firm of chemists a preparation containing 0.83 per cent. of cocaine. The defence was that Rowe had no idea the preparation was a "dangerous" drug until the chemists of whom he bought it asked for the signature of the dentist he named to them. He had not used any of the solution. A fine of £5 was imposed.

ANTHRAX DANGER IN SHAVING BRUSHES.—Recently Admiralty Fleet Orders contained a warning regarding the possibility of anthrax arising from the use of foreign shaving brushes. It is stated:—"The fact that a brush is marked 'sterilised' is no guarantee that it is free from anthrax infection unless it is of British manufacture. . . . Foreign-made brushes should be suspected, even if they have been in use for some time, as the anthrax spore may be present in the 'setting' and be released as the 'setting' becomes softened in use. It is desirable, therefore, that such brushes should be destroyed and replaced by a British-made sterilised shaving brush."

Scottish Notes

Brevities

Mr. R. H. Wright, Lorne Place, Uddingston, Glasgow, is now representing Burgoyne, Burbidges & Co., Ltd., in Scotland—apart from the border counties, which are covered by Mr. H. Ansell Lamb, Warkworth House, Tynemouth, Northumberland.

The closing competition of the season of the Edinburgh Chemists' Golf Club was played over the Duddingston course on September 12. Twenty members took out cards and the results were as follows:—(1) W. J. Rosie (12) 71; (2) J. J. Stone (12) 72; (3) A. Young (12) 75; (4) W. H. Chambers (20) 76.

Irish Notes

Pharmaceutical Society of Ireland

The latest dates for making application for the October examinations are as follows:—Tuesday, September 25, for Registered Druggist examination; Monday, October 1, for Pharmaceutical Licence examination; Thursday, October 11, for Pharmaceutical Assistant examination.

The classes in the School of the Pharmaceutical Society of Ireland will commence at 67 Lower Mount Street, Dublin, on Tuesday, October 2.

Brevities

Mr. H. A. Naylor, Ph. C., has opened a medical hall at 24B King Street, Athlone.

Mr. Gerald O'Neill, The Blackrock Pharmacy, Blackrock, co. Dublin, is having a modern front fitted to his pharmacy.

Mr. C. J. Cremen, M.C.P.S.I., and Mrs. Cremen were amongst those who recently took part in the first pilgrimage to Lourdes by water. They travelled on the "Orduna," which went direct from Dublin to Le Verdon. From Bordeaux the party travelled by train to Lourdes.

Mr. William Black, Ph.C., was a witness in a case at Monaghan on September 5, in which two men were committed for trial on a charge of passing bogus coins. Mr. Black gave expert evidence as to the contents of thirteen jars submitted to him by the police.

Speaking at Antrim District Council, on September 13, against a resolution condemning any Government interference with road transport, Mr. F. T. Smith, J.P., Ph.C., said the overcrowding of roads at present was deplorable, and they should welcome any move that the Government might take to facilitate all classes of heavy traffic being diverted to the railway. They should be progressive.

Belfast

Captain A. M. D. Gregg, of Johannesburg, who is at present on his first visit to Belfast since 1913, has been looking up old friends in the drug trade. Captain Gregg was formerly with John Clarke & Co., Ltd., wholesale druggists.

At Belfast Police Court, recently, D. T. Russell & Baird, Donegall Place, were fined 20s., with costs, for importing into Northern Ireland barley which contained sulphur dioxide, a prohibited preservative, contrary to the Public Health Regulations.

Miss Joan Storey, daughter of Mr. Fred Storey, president of the Chemists' and Druggists' Society of Ireland, has passed the examination in Division V of the Royal Drawing Society. It is of interest to record that Colonel Driscoll, of the Legion of Frontiersmen, whose death in East Africa was reported a few weeks ago, was godfather to Miss Storey.

Topical Reflections

By Xrayser

The Thanks

of members of the Pharmaceutical Society—and, indeed, of all interested in the future of the drug trade—are due to Mr. F. Gladstone Hines for his frank and clear statement of the position relating to the Society's suggested new headquarters (*C. & D.*, September 15, p. 334). This is a matter which vitally affects every member and every "authorised seller of poisons," since, presumably, it will be principally to them that the Council will look for the "sinews of war" with which to build and equip the new premises. Personal questions or feelings should not be allowed to enter into any discussion upon the subject, the relevant questions being: (1) Do we want such a building? (2) If we do, can we afford to pay for it? I think that most of us will answer both questions in the negative. There was a time, not so many years ago, when it was supposed that on the expiration of its present leases in Bloomsbury Square the Society would remove to smaller, not to larger, premises. The administrative side of the Society's activities could be accommodated in much smaller premises. The educational side is, in my opinion, being unduly stressed at the present time; circumstances may yet arise which may compel us to curtail our expenses, and also requirements, in this respect. I do not think that the present state of the drug trade, on either its retail or wholesale side, warrants us in going on with such an ambitious scheme. It may be quite in order for the British Medical Association to possess a house of classic design and proportions, or for the University of London to plan a huge building scheme; the Pharmaceutical Society has not the resources of either of these. If it aspires to academic position its resources, now and in the future, should be assured; unfortunately this is not the case. This matter should be discussed by every Association during the coming winter, and resolutions sent to the Council on it.

I am not Unduly Excited

about the article in a contemporary on the supposed shortcomings of chemists referred to in your "Black Sheep in White Coats" (p. 333). I note that in the paper in question a good reply has already been made by Mr. G. A. Mallinson, secretary of the National Pharmaceutical Union. The trouble is that the general public do not understand the situation, so the attack and the defence both leave them cold. I imagine that panel patients are still taking their scripts and their bottles to their usual chemist, quite unaware of the charges that have been brought against him and his brethren; he on his part is going on calmly with his job, exercising his skill and knowledge in his work, just as if he was getting a good fee instead of the meagre pittance which goes by that name. I am content to leave the matter to the good sense of the public, who realise that chemists render them a service rarely covered by payment for the goods supplied.

On the Face of It

the suggestion put forward (p. 337) for a new kind of selling agency for overseas countries is ingenious and practicable in many of its aspects. Export trade in drugs and galenicals is not what it was; the system requires improving, and probably it is here that an agency could help. There is a great loss of time and expenditure of labour to-day upon inquiries, particularly from foreign Governments and institutions, for drugs, surgical instruments and sundries. Such inquiries are sent to perhaps a dozen manufacturers; there may quite easily be a week's work upon one of these. Each manufacturer feels in duty bound to give quotations, although he often knows in his own mind that he has not a ghost of a chance of getting the business. If such an agency as suggested could exercise some discrimination and send the inquiry only to a firm or firms who had specialised on the particular goods required and, perhaps in competition with foreign competitors, stood some chance of getting the order, the time saved would be very great. The drug trade does not, however, suggest itself to me as the best one upon which to try such an experiment, badly though it may be needed. I have had some experience of attempts in the past to rationalise some sections of it; up to the present they have not been successful, principally because of the inability or unwillingness of some of the members to sink their own grievances. Some of the required work of an overseas agency could be done at the present time without further expense by associations within the drug trade.

Pharmaceutical Society of Ireland

Council Meeting

THE monthly meeting of the Council of the Pharmaceutical Society of Ireland was held on September 11 at 67 Lower Mount Street, Dublin, the president (Mr. P. J. Fielding) in the chair. Other members of the Council present were Messrs. D. Warwick (vice-president), F. J. Fitzpatrick (treasurer), Dr. J. A. Mitchell, Mr. J. T. Dwyer, Sir Thomas Robinson, Miss F. M. Flood, and Messrs. D. W. P. Boyd, J. Duggan, M. J. Kieran, M. J. Parkes, T. J. Smith, B. P. Hickey, J. A. O'Rourke, P. Brooke Kelly and J. K. Whelehan.

CORRESPONDENCE

A letter was received on behalf of Mr. Sean T. O'Ceallaigh, vice-president of the Executive Council, thanking the Council for their expression of sympathy extended to him in his recent bereavement.

Mr. John J. Gaynor, law adviser, wrote notifying the Council of the results of the recent prosecutions brought against Murdoch & Co., Bray, P. J. O'Connor, Dolphin's Barn, R. Spence, R. D. Castleblaney, and Atmos & Silbe (D. J. Delancy), Dublin. Arising out of the latter case, in which District Justice Hannon held that ephedrine was a Part I poison (*C. & D.*, September 15, p. 324), the registrar was directed to write to the trade Press drawing the attention of pharmaceutical chemists and druggists to this decision.

The following letter was read from Mr. S. Condron, secretary of the Chemists' Branch of the Irish Union of Distributive Workers and Clerks:—

"On January 7, 1933, we wrote your Council regarding certain proposals for the limitation of pharmaceutical apprentices. Notwithstanding that your Council agreed to suspend their Preliminary examination for three years there has been no appreciable decline in the number of those admitted to the business. My Committee now wish to urge on your Council the necessity for taking immediate steps to safeguard the interests of all pharmacists and assistants and suggest as follows: A. That the Preliminary examination be suspended for three years from this date. B. That for the same reason your Council should refuse to accept as apprentices those who had passed the N.U.I. Matriculation or any similar examination. We sincerely hope your Council will seriously consider our proposals, which are designed to prevent the further growth of unemployment amongst those engaged in pharmacy in the Saorstat."

THE REGISTRAR (Mr. J. J. Kerr) stated that he had sent the following reply to Mr. Condron:—

"I beg to acknowledge receipt of your favour of July 5. I am sorry it is late for this Council meeting, and as there will be no meeting in August it will not come before the Council until September. In the meantime I may say the statement that 'there has been no appreciable decline in the number of those admitted to the business' is not justified by the facts. The number of admissions that we had in the last year that we had a Preliminary examination was 142. The first year of the Matriculation saw this reduced to 70, and this year I estimate the number of admissions will be between 35 and 40. The Regulations concerning the taking of the subjects botany and chemistry only come into force in October, and this will undoubtedly cause a further reduction. I merely mention these matters for your information, and they are not in any way meant to prejudice whatever decision the Council may take on your letter."

THE PRESIDENT: That was a very good reply to make, Mr. Registrar. I don't see what we can do.

MR. WARWICK: I think there will be a further reduction in October. Better let them go gradually. I propose the letter read be approved.

MR. O'ROURKE said the Union must be including the number of apprentices taken without passing any preliminary examination in their calculations.

THE REGISTRAR: Of course that's a grave danger, and we cannot do anything about it.

MR. O'ROURKE: The Union can stop it.

The registrar's letter to Mr. Condron was approved.

CHANGES OF ADDRESS

The following changes of address were notified:—

T. Barry, Ph.C., from Ballylegan, Glanworth, co. Cork, to 3 Shandon Street, Cork. W. A. Berry, Ph.C., from Tyrone Lodge, Bundoran, to Tempe, Pinner Road, Northwood, Middlesex. W. Roche Browne, Ph.C., from 2979 to 2981 White Avenue, Fresno, California. J. Burke, Ph.C., from Cunlavin, co. Wicklow, to c/o Coghlan's Medical Hall, O'Connell Street, Ennis. P. J. Clasby, Ph.C., from Stradbally, Leix, to Puerto Victoria, Misiones, Argentina. J. R. Coleman, Ph.C., from Cavan to Dunlavin, co. Wicklow. J. H. Cooke, Ph.C., from 8 Main Street, Roscrea, to Speers, Sask., Canada. J. F. Courtney, Ph.C., from Clones to c/o A. Hamilton, Nutgrove Park, Gilford Road, Sandymount, Dublin. P. J. Hogan, Ph.C., from 3A McCurtain Street to 5 Hillside Terrace, Fermoy, co. Cork. E. P. Irwin, Ph.C., from Granard to Manakna, N.Z. P. Kearney, Ph.C., from Athboy, co. Meath, to Glenties, co. Donegal. J. O'Connell Lane, Ph.C., from Barrack Street, Cork, to 148 Philipsburg Avenue, Fairview, Dublin. J. T. Leahy, Ph.C., from Kilfinane, co. Limerick, to Main Street, Granard. P. V. Lowry, Ph.C., from 2 St. Joseph's Villas to 8 Lower Gerald Griffin Street, Limerick. J. B. McDevitt, Ph.C., from Stradbally, Leix, to Owne's Medical Hall, Youghal. D. J. McKinney, Ph.C., from 72 Wellington Park to 91 Wellington Park. H. A. Naylor, Ph.C., from 18 Herbert Street, Dublin, to 246 King Street, Athlone. D. J. Reddy, Ph.C., from O'Connell Street, Limerick, to 44 Iona Road, Dublin. G. W. Sleaton, Ph.C., from Dunlavin to Tubrid, Woodgift, co. Kilkenny. D. Sullivan, Ph.C., from 14 Patrick's Hill to 30 Leitrim Street, Cork. R. Ellis, R.D., from New Wellington Terrace, Limerick, to 32 Park Road West, Wolverhampton.

REGISTRATIONS

The following, who submitted Matriculation certificates, were granted preliminary registration:—Misses R. A. Cosgrove, S. M. Dillon, R. J. Marquess, E. Power. Messrs. J. Kelly, T. J. Bree, J. Burke, M. J. Butler, E. J. Dore, P. Geraghty, T. C. Kelliher, J. J. Power.

Dr. James O'Beirn, Galway, who submitted his L.A.H. certificate, was granted registration as a pharmaceutical chemist.

WELCOME TO MR. WHELEHAN

THE PRESIDENT said he would like to extend a welcome to Mr. Whelehan on his first attendance as a member of the Council. He was sure Mr. Whelehan would prove a most valuable member, and he had great pleasure in welcoming him to their Board. (Applause.)

MR. WHELEHAN: Mr. President and Gentlemen, I thank you very much for your cordial welcome of me as a new member of the Council. I appreciate your action in co-opting me to the Council, and I trust that my endeavours as a member will react favourably to the benefit of pharmacy. I thank you very much. (Applause.)

SCRUTINEERS OF BALLOT

On the proposal of MR. WARWICK, seconded by MR. O'ROURKE, Mr. Fitzpatrick and Mr. Hickey were appointed scrutineers of the ballot in connection with the forthcoming elections.

REPORTS FROM COMMITTEES

The reports of the Law, House and Schools Committees were submitted and approved. Arising out of the Schools Committee's report, in which it was mentioned that Evans Sons Lescher & Webb, Ltd., had presented specimens to the Herbarium, a resolution was adopted tendering the grateful thanks of the Council to the company for their donation.

CONGRATULATIONS TO MR. COLLINS

THE REGISTRAR mentioned that since the last meeting Mr. A. F. Collins, who was in charge of the Society's botany and materia medica classes, had secured the Higher Diploma in Education of the National University.

MR. WARWICK moved a vote of congratulation to Mr. Collins on gaining this distinction, which brought credit

not only upon himself but also upon the Society. The motion was unanimously agreed to.

DEATHS REPORTED

The Registrar reported upon the deaths of Messrs. Thomas Burke, Ph.C., J. P. Daly, Ph.C., F. A. V. Denning, Ph.C., P. L. Doyle, Ph.C., J. Mills, Ph.C.

REMOVALS FROM THE REGISTER

The following removals from the Register under Section 25 of the 1875 Act were notified:—T. J. Maye, Ph.C.; Qualified Assistants: R. Edgar, M. M. Foley, C. A. Geary, A. J. Goodall, J. J. Hamill, K. Haydock, R. A. Hepple, C. W. Imlay, C. Kelly, J. Law, W. Martin, E. P. McSweeney, M. Munnelly, H. P. Rees, M. V. Shaw, J. J. Sheridan, A. J. Smyth, R. D. Smyth, D. Sullivan, G. L. Taylor, C. H. Waddell, S. Watt, H. R. Woodhouse, M. J. Wylde.

ELECTIONS AND NOMINATIONS

The following were elected to membership of the Society: Messrs. D. Stack, 39 Patrick Street, Fermoy, F. Loughman, 23 Gladstone Street, Clonmel, S. Wilson, J. J. Howard.

The following were nominated for membership: Mrs. A. M. Mullan, Rathdowney, Mrs. A. Lennane, 62 Thomas Street, Dublin, T. A. Hogan, The Medical Hall, Main Street, Tramore, John McCarthy, The Talbot Pharmacy, 84 Talbot Street, Dublin, Dr. J. O'Beirn, Seapark, Galway.

OTHER BUSINESS

The pharmaceutical licences of the following were signed and sealed: Miss M. McCarthy, Messrs. J. J. Carmody, J. Clarke, P. Daffy, F. J. Feeney, K. A. Harney, F. M. Mallen, A. Walsh.

MR. FITZPATRICK and MR. SMITH reported on the Chemistry School project. The matter was discussed in committee.

At the conclusion of the business on the agenda, THE PRESIDENT mentioned that he had attended the British Pharmaceutical Conference held at Leeds as representative of the Society.

MR. FITZPATRICK: I heard, Mr. President, that you reflected great credit on your Council.

THE PRESIDENT: I did my best to represent you.

MR. BROOKE KELLY: And did it very well.

Re-election of Retiring Councillors

No election will be held this year for membership of the Council of the Pharmaceutical Society of Ireland. On September 17 at noon, the latest time for receiving nominations, no new candidate appeared in the field, and the seven outgoing members of the Council were accordingly declared re-elected for a further term of three years. The outgoing members re-elected without a contest were Messrs. P. J. Cahill, Whitehall, Dublin; C. Cremen, Dublin; J. T. Dwyer, Ball's Bridge, Dublin; J. Gleeson, Terenure, Dublin; W. J. McKnight, Ballymahon, co. Limerick; J. A. O'Rourke, Dun Laoghaire; M. J. Parkes, P.C., Blackrock.

Pharmaceutical Society of Northern Ireland

Council Election

NOMINATIONS in connection with the annual elections to the Council of the Pharmaceutical Society of Northern Ireland closed at noon on September 17 at the Society's Offices, Belfast. The four retiring pharmacists were Messrs. H. Todd (Belfast), S. S. Badger (Magherafelt), G. W. T. McCann (Portrush), and S. H. Forrest (Bangor). The retiring druggist representative was Mr. John F. Grimes (Pomeroy). Mr. Todd and Mr. McCann did not offer themselves for re-election.

The candidates nominated in the pharmaceutical section were, in addition to Messrs. Badger and Forrest, Messrs. Charles Abernethy (Belfast), Herbert A. Johnston (Larne), John T. Nicholl (Belfast), and Andrew Wilson (Belfast). In the druggist section Mr. Grimes was the only nominee, and was returned unopposed. Polling in the pharmacists' section closes on October 1, when the results will be declared.

Of the retired members Mr Todd was the first president of the Council and was afterwards treasurer. He had not attended a meeting during the past year. Mr. McCann was first elected to the Council at the election three years ago, and owing to claims of business he could not come forward again. Mr. Badger, who is again seeking re-election, is an ex-president and a foundation member of the Council, and Mr. Forrest was first elected three years ago.

Of the new candidates Mr. Abernethy carries on a pharmacy at 232 Albertbridge Road, Belfast, and is a member of the Committee of the Ulster Retail Drug Trade Association and of the Chemists' and Druggists' Society of Ireland. Mr. Johnston has a pharmacy at Main Street, Larne. Mr. John T. Nicholl is a son of the late Mr. I. W. Nicholl, a well-known Belfast pharmacist, and is now head of I. W. Nicholl, Ltd., 25 High Street. Mr. Andrew Wilson is a son of the late Mr. Andrew Wilson, and carries on the business founded by his father at 185/187 Albertbridge Road, Belfast. All these four candidates are members of the Ulster Retail Drug Trade Association.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1934, p. 304.

(From "The Trade Marks Journal," September 5, 1934.)

"MANOX"; for chemicals (2). By The Manchester Oxide Co., Ltd., Canal Street, Miles Platting, Manchester. 552,596. (Associated.)

"ALKALAX"; for laxative emulsions (3). By Katherine S. Smith, Four Oaks, Ringles Cross, Uckfield. 551,390.

"PEMEXO,"; for medicinal chemicals (3). By Pemexo Laboratories, Ltd., Village Road Llanfairfechan, N. Wales. 552,069.

"SECLO"; for preparations for indigestion (3). By Scott & Bowne, Ltd., 10 & 11 Stonecutter Street, London, E.C.4. 552,081.

"ZUNDRA"; for medicinal chemicals (3). By W. Fairley, "Clovelly," White Knowle Road, Buxton. 552,995.

"CIMAROSA"; for skin creams or lotions (3). "BABYJACK"; for perfumery, etc. (48). By The Dubarry Perfumery Co., Ltd., Goldstone Laboratories, Hove Park Villas, Hove. 543,357 (Associated); 552,786.

"GARDENAL"; for sedatives (3). By May & Baker, Ltd., Garden Wharf, Church Road, Battersea, S.W.11. 546,015.

"NEW ERA EAU DE COLOGNE" on label designs incorporating conventional flower and facsimile signature "Johann Maria Farina gegenüber dem Julichs-Platz" ("New Era" disclaimed); for Eau de Cologne (48). By Johann Maria Farina gegenüber dem Julichs-Platz, Cologne, Germany. 544,865; 541,777. (Associated.)

"BANODOR" in design form; for a toilet deodorant (48). By International Chemical Co., Ltd., Braydon Road, London, N.16. B 551,018.

"VIGORITE"; for liquid preparations for addition to bath water (48). By Pan Britannica Industries, Ltd., 14 Waterloo Place, London, S.W.1. 552,512. (Associated.)

"SHAMPETTE"; for shampoos (48). By Icilma Co., Ltd., 33/45 King's Road, St. Pancras, London, N.W.1. 552,770.

(From "The Trade Marks Journal," September 12, 1934.)

"RED POPPY" across design of same; for insecticides (2) and for toilet rolls (3). By Cooper, McDougall & Robertson, Ltd., Ravens Lane, Berkhamsted. 550,322/323. (Associated.)

"WETCOL"; for insecticides (2). By Solignum, Ltd., 12 Norfolk Street, London, W.C.2. 551,970.

The Chemists' Exhibition

London, September 24-28

THE next Chemists' Exhibition opens in the New Hall of the Royal Horticultural Society, Westminster, S.W.1, on September 24, and closes on September 28. The opening ceremony will be performed by the President of the Pharmaceutical Society (Mr. John Keall). The hour of opening is 11 a.m.; the closing hour is 8 p.m. on September 24 and 25; 9 p.m. on September 26 and 27; and 7 p.m. on September 28. For the convenience of our readers we are giving, in advance of the event, concise descriptions of various exhibits derived from the manufacturers' notes in the catalogue, which by the courtesy of the organisers, The British & Colonial Druggist, Ltd., we have seen in advance. These paragraphs are classified under the usual headings.

Chemicals, Drugs and Proprietaries

THE ANGLO-AMERICAN PHARMACEUTICAL CO., LTD., are giving prominence to Huxley brand preparations—e.g., Wintogeno, Sal Antisepticus, Dermofoam, Renula tablets. Menthol and Wintergreen Cream, an old-established favourite of this manufacturing house, is also among the principal items.

ROBERT BLACKIE has an exhibit of a distinctly pharmaceutical nature that should appeal to most chemists, particularly those compelled to sell quality articles at competitive prices. The range of products on view includes toilet preparations, emulsions, malt and oil, chemical foods, syrups and ointments which can be supplied in bulk or packed, the last mentioned, for example, in ½-oz. tins or ton lots.

BURGOYNE, BURBIDGES & CO., LTD., have arranged their stand in the form of an up-to-date pharmacy, called "The Red Diamond Pharmacy," in which the majority of the goods shown are of their own manufacture, the Red Diamond brand being prominent. A seasonable item that will be featured is Halivamin extract of malt and halibut-liver oil, which is being made the subject of a special bonus display offer, with attractive show material. Full particulars are obtainable at the stand.

CLAY & ABRAHAM, LTD., will show the following specialities:—Ephedrol, Pen brand series, Susie's Perfect Cleaner, Candor patent iodine locket, Macassol, Candine, Pulmolactis, Glycotone, and Candox. A full range of toilet specialities with "own name" and specially designed bottles will also be shown.

CORN PRODUCTS CO., LTD., will show Dextrosol brand dextrose B.P., Dextrosol brand liquid glucose B.P., and Karo syrup. The last-named is a food for infants and children, composed of dextrin, dextrose, malto-dextrin, maltose and sucrose.

COW & GATE, LTD.—This stand will be used to exhibit the well-known Cow & Gate infant food products, including the following:—Peptalac—a predigested milk food which is prepared in an instant by the mere addition of hot water; Cow & Gate chocolate milk—a combination of milk, chocolate and other nourishing ingredients; Cow & Gate rusks; Daltose C.G.—a carbohydrate mixture containing maltose, dextrose, and soluble dextrins and a vitamin D concentrate; Cow & Gate feeders, and the Cow & Gate "natural" teat.

CRESCENT PREPARATIONS CO., LTD., are making a special display of Aquilox tonic tablets which is the new name for Crescent seaweed tonic pills. These tablets have been chiefly distributed through doctors and institutions up till this year, but under the new name Aquilox they will now be nationally advertised and distributed throughout the trade. The company is also showing a fair range of their beauty products and perfumes, and among the latter is a new one called "Marina." Their Crescent eyelash ointment is also shown in a new pack.

J. C. ENO, LTD., occupy a stand on which is displayed not only Eno's Fruit Salt but also Pompeian beauty preparations, Bemax (VITAMINS, LTD.), and the products of THE THERMOGENE CO., LTD. The last-named company now markets Thermogene brand Vapour Rub, with a content of 50 per cent. of active ingredients. Special quantity terms are available for Thermogene products.

EX-LAX, LTD., have designed their stand in the same distinctive style and colours as the pack of Ex-Lax brand chocolate laxative. The frontage consists of a shop window containing the new window display. A small edition of this unusual display is also available, and may be seen inside the stand. There also the chemist visitor may inspect the permanent advertising material, each piece of which not only features Ex-Lax but bears a message about dispensing or other matters of personal value to the chemist. Striking wall thermometers and door signs, large and small, harmonise with the new Ex-Lax pack, as do the display containers and showcards. A permanent washable prescription sign is available in black and gold.

FASSETT & JOHNSON, LTD., have on view a comprehensive range of proprietaries, for the makers of which they are agents. The Seabury plasters, dressings and so forth must in themselves run into a high number; then there are such established sellers as Angiers Emulsion, Mennen talcum powders and shaving creams, Monsol products and Phyllosan brand Chlorophyll Tablets. The variety of goods stocked is further indicated by such items as Argyrol brand silver vitellin, Burson Lestex yarn stockings, Iobrine Anti-Rheumatic Seaweed Salts and Zev.

GENATOSAN, LTD., emphasise the propaganda that they have inaugurated for the season 1934-35. A bonus display will, as previously, be available. This campaign should increase sales of Sanatogen, Genasprin, Wulfing brand Formamint, Genozo brand Toothpaste and other proprietaries the names of which are household words. Mixed parcels of Genatosan products are now available for small sums.

THOMAS HARLEY, LTD., whose stand is under the control of Mr. Angus F. McIntosh (managing director), give retailers a lead by providing model window displays of Rodine. Mascot Liquid Inhalant is another proprietary on view. Visitors may with advantage inquire regarding the Rodine bonus offer which takes effect in October.

HOWARDS & SONS, LTD., draw on their 135 years' experience to provide a display of well-tested medicaments, with special emphasis on fine chemicals. Standard ether (in three sizes of amber bottles), isopropyl alcohol (Avantine brand), thymol and synthetic menthol are some of the outstanding items. Quinisan (Howards) is now being supplied in 4-gr. tablets (20s and 80s). Counter packages, of perfect finish, are available in most of the chemicals in ready demand. The reputation of hydrogen peroxide from the Ilford laboratories is well maintained. And visitors to the stand should make themselves acquainted with the special window-display offer for orders of a certain size.

ERNEST JACKSON & CO., LTD., will show an extended range of 6d. tins of lozenges and pastilles in the Centurion series. A variety of styles of labels and tins for lozenges and pastilles for "own name" lines will also be shown. The company will also display an extended range of pastilles in transparent packs.

H. & T. KIRBY & CO., LTD., have an extensive selection of useful lines, covering most departments of retail pharmacy. Packed pharmaceutical products include cough mixtures, antiseptic mouth wash, Pine and Honey Syrup, numerous kinds of tablets and pills. Toilet preparations comprise brilliantines, skin lotions, ice lotion and so forth. Then there is a range of veterinary preparations; and finally several trade-marked or branded series, e.g., Purgen and Sal Mineralis, enhance the attractions of an all-round display.

The stand of MACLEANS, LTD., is on this occasion designed in white, varied with touches of blue. Prominence is given to four new lines—Clotabs brand halibut-liver extract tablets, Macleans brand Rheumatic Rub, Macleans Peroxide Shaving Cream and Macleans

Solid Peroxide Dentifrice. During the coming winter "Clotabs" and the Rheumatic Rub will be advertised on a national scale. In addition to these new lines the old Maclean favourites are on view, e.g., Maclean brand Stomach Powder, Oslo Pine Bath Salts and Haylox Inhalant.

McClure, Young & Co., Ltd., are exhibiting at their stand many useful lines in steady demand. Chemists have found that this house has filled a want for very attractive packs at more modest prices than were available when business was easier, and the company is gradually becoming well known for the high quality of goods supplied, though a study of the price list will show that they are fully competitive. Among the products to which special attention may be drawn are the vegetable oil hair cream Monofix, which is nationally advertised, and Pistany radio-active mud, for which Messrs. McClure, Young are the concessionaires for this country.

Meggeson & Co., Ltd., have an attractive stand, covering an island site and designed in the old timbered and red brick style with tiled roof, symbolic of the claim of Messrs. Meggeson's to a record of over 130 years of successful trading. The preparations displayed are manufactured by the most modern methods, while the manner in which they are packed for counter display should ensure steady and repeated sales. The lines which merit investigation by chemists who are not already acquainted with them include: Halibut-liver oil and malt squares with glucose; Bismuth dyspepsia tablets, throat lozenges (iodised, formalin and sore throat); barley sugar sticks; Meggoids; Vistic dental plate fixative powder; and a fine range of effervescent salines. Visitors are invited to make the company's stand their headquarters, at which any messages may be left, while they are at the Exhibition.

The Middlesex Laboratory of Glandular Research, Ltd., give prominence to Juvigold brand Tonic Life Elixir, a tonic comprising fresh extracts of brain, spinal cord, heart and lung in association with several metals. This product is available in two sizes, with display material. A lengthy list of tablettæ (particulars of which will be found in the catalogue) includes a slimming treatment; several external applications are also shown, such as massage creams and bath lotions.

Milton Proprietary, Ltd., have an up-to-date display of Milton (with which the air of the Exhibition is kept freshened), with appropriate advertising matter. Milton Antiseptic Ointment and Milton dental cream are also on view.

National Drug Industries, Ltd. (incorporating five old-established wholesale houses), have an extensive range of products covering practically every department of the average pharmacy. We note, for instance, Duo-Cream (powder and vanishing cream combined), Halibyn (halibut-liver oil and vitamin malt extract), Peldo skin cream, Petrolax (containing 65 per cent. of pure liquid paraffin with agar), Petrolax Alkaline, Septer (a medicated appliance designed to fit into the nostrils for the treatment of catarrh and other nasal troubles), Squilkil (a red squill rat poison), ampoules, and toilet preparations with the distinguishing marks "C. Q." or "G. B. S." Here is as all-round an exhibit as the average visitor can desire.

Parke, Davis & Co. will, as usual, show a wide range of their products. Prominent on the stand will be the following:—Euthymol tooth paste; Haliverol (halibut liver oil, extracted at Hounslow by a special process, scientifically tested to ensure a high proportion of vitamin A, and fortified in vitamin D by the addition of Viosterol); Irradex; mentholated bronchial lozenges; standardised cod-liver oil; cod-liver oil emulsion; P.D. shaving cream; P.D. hydrogen peroxide; Neko; and Capsolin. Among the recent introductions are Hebaral Sodium, and Digifortis in glaseptic ampoules, for hypodermic use.

Pharmaceutical Products, Ltd., have a display of various well known proprietaries, including Dr. Jenner's Absorbent Lozenges, Medilax, NDK dentifrice, Condy's Fluid and New Era Cologne. The Dr. Jenner referred to is, as most people know, the hero of vaccination, and his Absorbent Lozenges have been made by Messrs. Savory & Moore continuously from that time.

Phillips Yeast Products, Ltd., will display Phillips Yeast. Special bonus terms are offered for direct parcels in consideration of a fourteen-days' window display.

Reckitt & Sons, Ltd. (Dettol), will show Dettol, and, in addition, a special preparation called "Instrument Dettol," which has been prepared for the sterilisation of instruments.

Scott & Bowne, Ltd., are giving prominence to Halivite, the registered name of their halibut-liver oil, biologically standardised to contain 75 times the vitamin-A and 60 times the vitamin-D potency of cod-liver oil. Halivite is marketed in pill and in liquid form. Prescribers are being circularised as to the merits of this preparation. The same makers' cod-liver oil emulsion, with sixty years' reputation, is also on view at the stand.

Silten, Ltd., have an interesting series of proprietaries, including various preparations for asthma and other ailments, under the Silbe trade mark. Apparatus for inhalation is also supplied with certain of these products. A bonus parcel on sale or return is available on terms that should appeal to the retailer.

A. L. Simpkin & Co., Ltd., are this year making a special display of their tasteless halibut-liver oil hexagons. This product, in addition to dextrose, contains the necessary percentage of halibut-liver oil. Each piece is wrapped in hygienic moisture-proof clear wrapping, specially made for Simpkins. The company is also introducing three new lines, sore throat tablets, iodised butterscotch, and stomach hexagons.

Stemco, Ltd., are showing numerous proprietaries, most of which are so well known as to need only a mention. Among these are Nujol, Mistol, Stemcol (for coughs), Forhan's, and Schiaparelli perfumes. In addition will be seen samples of the petroleum products for which this house is noted, including solid, semi-liquid and liquid paraffins for medicinal and toilet uses.

Wright, Layman & Umney (1932), Ltd.—The many activities undertaken by this well-known house will be represented on stands 7 and 8. The following are some useful notes on several of the products to be shown:—*Wright's Coal Tar Soap.*—This product is continuously advertised, and specimen advertisements may be seen. *Wright's Liquor Carbonis Detergens.*—Any customer interested may obtain a copy of a booklet dealing with the use of this speciality, on application at the stand. *Packed Pharmaceuticals.*—Several grouped displays illustrating the many packed goods and pharmaceutical products put up for the retail trade will be shown.

Other exhibitors in this section include:—Cadbury Brothers, Ltd. (Bourn-Vita, etc.); The Kitano Co., Ltd. (Kitano brand of ointment); W. T. Owbridge, Ltd. (Owbridge's Lung Tonic, Pills, Embrocation); W. J. Rendell, Ltd. (Rendell's Pessaries); Tonicity Laboratories, Ltd. (Halmagon brand preparations).

Toilet Preparations and Requisites

Anzora Perfumery Co., Ltd., are showing their well-known Anzora Viola, Cream and Brilliantine, reinforced by a mechanical display and a neon display, which may suggest ideas for featuring these nationally advertised and popular products.

Gustav Boehm, Ltd., are making a display of Delavelle perfumes, of which they are distributors. The series includes Blue Orchid and Fougère Imperiale, both new lines; and another novelty is Delavelle Jasmin de Nice. Mention should also be made of the extensive range of hair preparations, the complexion series and Creamoil, a hair cream retailing at popular prices. A good margin of profit to the retailer is a feature.

Gladys Cooper's Beauty Preparations, Ltd., are manufacturers of a wide range of high-class toilet requisites, including face powders, rouge, astringents, balms, hand creams, setting lotion, and so forth. The company are also the manufacturers of the well-known Olive Cato beauty preparations.

The County Perfumery Co. have again an attractive display of their toilet specialities, of which Brylcreem forms the *pièce de résistance*. This popular hair preparation which, incidentally, we learn, is meeting with an extremely good demand in Germany, is well supported by Hill's smoker's toothpaste and Quickshave liquid shaving soap. Another important exhibit is the Novalis series of high quality perfumery products, which include hair creams, brilliantines, shampoos, sun tan oil,

glycerin and rose water. This series has been introduced to meet the competition of the stores.

Cussons, Sons & Co., Ltd., will show a full range of the Olde English Lavender series of popular price toilet lines, and the new season's range of Raven perfumes.

Danipine.—An extensive range of pine needle oil preparations is being shown on Stand 73 by The Overseas Trade Consultants, the British agents for Danipine. The products exhibited include balsam, bath crystals, talc, shampoos, toothpaste and Eau Danipine, the last mentioned being a scented eau de Cologne. Another of the series which will interest chemists is Danipine Ozone, a specially prepared form of the pine oil, for use in offices, sick rooms and for domestic purposes generally.

Eucryl, Ltd., will exhibit Eucryl tooth powder, Eucryl toothpaste, Eucryl denture powder, and lysol, B.P. Messrs. Eucryl are, of course, also sole agents for Thos. Keating, Ltd.

Hinders, Ltd., will feature two new products of special interest to the chemist—Hinders Velvix Pads and Hinders Ankle Vigger. The former are pads with "bevelled edge" for corns and callouses, while the latter is described as "a new scientific invention which gives positive support to the ankle and holds it firmly with the instep." A wide range of foot comfort appliances and specialities will also be shown.

Kolynos (Sales), Ltd., have a good display of Kolynos Dental Cream with its associated denture powder, shaving cream, Liquid Kolynos and so forth. Other lines supplied by this company include Bisodol (an antacid), Perox Super Peroxide Tooth Paste, and Anadin Anodyne Compound Tablets.

Papier Poudré, Ltd., have a stand under the control of Mr. F. A. Bell, M.P.S. (managing director), who welcomes inquiries regarding a model cottage display and a new bookcase issued by the company. In addition to Papier Poudré itself, there are various newer products on view, including Papier Poudré nail polish (in book form) and travelling beauty outfits. The Cottage Garden series and Poppœa series are other items in an interesting grouping of exhibits.

Potter & Moore, Ltd., have an exhibit which will interest all who associate their business with well-advertised proprietary articles protected by the P.A.T.A. Messrs. Potter & Moore display with their famous Mitcham lavender a range of over 50 Christmas coffrets at prices suitable for all classes of retail business. These sets are attractively boxed without extra charge to the value of the contents. There is also a new type of Bonzo, also containing Mitcham lavender.

Vernon Powell, Ltd., are showing a comprehensive range of perfume sprays, fitted travel cases, flapjacks, powder puffs, brushware and combs. There are many other seasonable novelties to be seen on the stand, such as manicure sets, fancy tooth brush stands, trinket sets, floating soap dishes and shaving mirrors.

Proprietary Perfumes, Ltd., has been formed, as recently announced in the *C. & D.*, in order to attend solely to the marketing of the well-known Californian Poppy, Black Tulip and Au Revoir Perfumes and beauty aids. The company's stand is a fine example of modern display architecture, the unusual colour scheme, the pillared, shaded lights, and the attractive arrangement of the exhibits all contribute to its outstanding effect. Among the lines which are being shown are the entirely new range of gift caskets planned for the Christmas trade; each casket contains an attractive greeting card. The design chosen for the Californian Poppy gift cases is particularly attractive, and both donors and recipients will appreciate the seasonable atmosphere of the colouring in scarlet, green and black. The same attractive design has been used for the Black Tulip gift boxes.

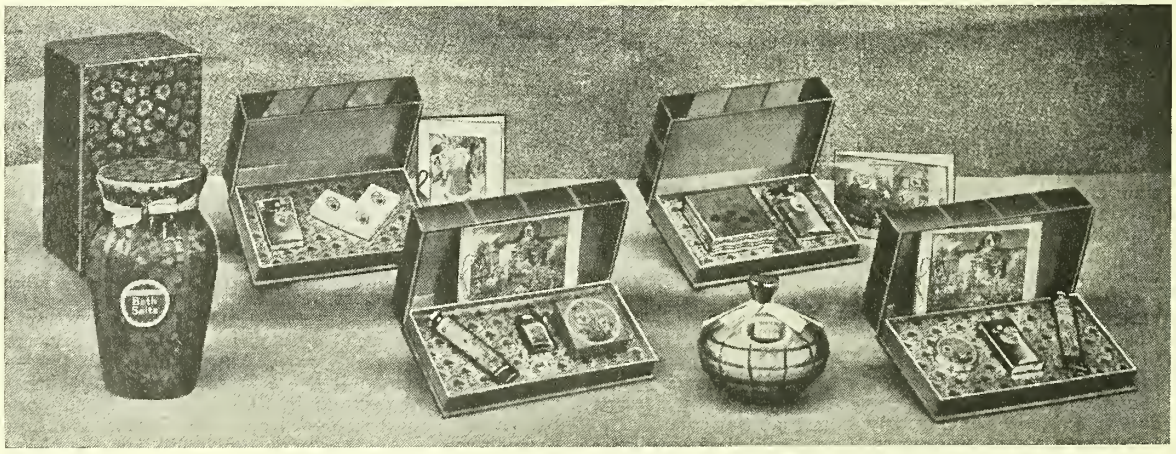
Prichard & Constance (Mfg.), Ltd., have on view a complete range of shampoos, including their new permanent wave shampoo. A special feature is the Amami dandruff lotion, in two sizes. Other lines of interest include nail varnishes (in four colours), cuticle fluid and the Amami wave set (two sizes).

Saville Perfumery, Ltd., are featuring two series of perfumery preparations—June and Red roses, both of which are referred to elsewhere in this issue (p. 362). The former needs no introduction to chemists, but there are two noteworthy additions to the range—an extremely neat and slim container for loose face powder, in the style of a miniature flapjack, and an improved design compact, both delicately fashioned in an imitation ivory material. These boxes contain an Iva fur puff, which has also been adopted for the nickel radiation and patent slide compact boxes. An important section of the exhibit is devoted to the 1934 range of Christmas gift sets, while the central and outstanding feature is the striking display of the Red Roses lines.

The Basil Stafford Laboratories have on view two series of extensively tested preparations, the Eve series and the Tribute series. The former comprises bath powders, lipsticks, nail varnish and so forth; the latter consists of preparations for the hair.

R. F. White & Co., Ltd., make a feature of own name brands and special quotations. On this occasion they show perfumery specially with a view to Christmas trade: the goods on view include Pompadour Violets, Bouquet of Musk, Boudoir Lavender, Linette brand eau de Cologne and other series which have established a sound reputation for quality and values.

Zenobia, Ltd., have a comprehensive exhibit of their Zenobia and Charmol perfumery products. A new presentation of Zenobia Night Scented Stock is to be shown for the first time. This delightful perfume is almost as popular as lily of the valley, and in its new dressing it will add to the long list of successes. Christmas coffrets are receiving special prominence. The main feature is that the coffrets are made on the Zenobia auto-display box principle which enables the retailer not only to dress his window in a much more attractive manner but reduces window-dressing time to a minimum. Although



Gift Caskets by Proprietary Perfumes, Ltd.

when closed the coffrets have the compact appearance of ordinary boxes, as soon as the lid is opened the box automatically tilts without any outside aid and remains upright—in fact, it cannot close.

Among other exhibitors in this section are:—JOHN BEDFORD & SONS, LTD. (manicure files and tweezers); J. GROSSMITH & SONS, LTD. (perfumery); OSBORNE, GARRETT & CO., LTD. (toilet proprietaries); SHAVEX ZEE-KOL CO., LTD. (Shavex).

Miscellaneous

THE AEROGRAPH CO., LTD., have an extensive range of De Vilbiss sprays, for which they are the sole distributors in the United Kingdom and the Irish Free State. These sprays are on the one hand for nose and throat, and on the other hand for perfumes. Their high quality is well known.

ARMSTRONG CORK CO., LTD., make all types of cork products, and have specialised for years in the manufacture of stoppers and corks for the drug trade. Large stocks are kept of dispensing and packing corks, uniformity in size and persistent adherence to standard grades are points which are given most particular attention; so that customers are enabled to repeat orders with the utmost confidence. Many manufacturers have now decided that a screw cap forms a more attractive closure for their bottles. Messrs. Armstrong have met this change of policy by producing the standard range of Artmould caps in bakelite.

ATOMISERS, LTD., display a comprehensive range of atomisers and sprays, the foremost being the Millett patent unspillable atomiser, types N and U, as well as several standard bottle models. Perfume and hand-sprays, india-rubber bulbs and fittings, together with Joymol, a new catarrh cure, and Domothin to destroy moths, complete the exhibit.

BEATSON, CLARK & CO., LTD., will show dispensing bottles of numerous descriptions, qualities and colours; corbyns, flat stoppered re-agents, etc., stocked in most sizes, machine-made dispensing bottles in white flint, recess labelled shop rounds and jars, etc., hand-made shop rounds, graduated measures, etc.

WILLIAM GARDNER & SONS (GLOUCESTER), LTD., have an exhibit arranged with a view to the requirements of manufacturing chemists. The machinery shown includes their patent "Rapid" sifters and mixers, drying and grinding plant, patent spraying plant, and beauty powder machines.

THE GENERAL OPTICAL CO. have arranged a display which merits the attention of all chemists who are interested in optical work. The firm is showing a wide range of test room equipment, spectacle frames, and window show material. Reference must also be made to the barometers, binoculars and microscopes.

INGRAM & ROYLE, LTD., will show a wide range of natural mineral waters, salts and pastilles, including the following:—Vichy-Cèlestins (and the other State springs of Vichy), Apontu, Apollinaris, Carlsbad, Contréxeville-Pavilion, Evian-Cachat and Hunyadi Janos.

J. G. INGRAM & SON, LTD., many of whose products are on the P.A.T.A. List, are showing their high-class india-rubber enemas—Adaptable, Eclipse, Sterilendum and many others known by name throughout the trade—sheetings, teats and numerous sundries the chemist is expected to keep in stock. Ingram's patent stopper for hot water bottles is designed to avoid the risk of splashing; and their reversible washer is in effect two washers in one.

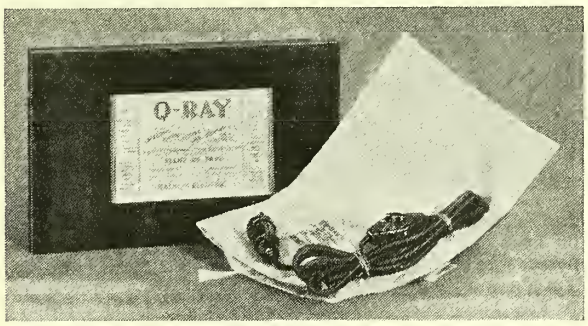
THE INTERNATIONAL BOTTLE CO., LTD., are well known for the quality and variety of their glassware, and pharmacists will find much to interest them at this stand, from the plain dispensing bottle to the latest idea in toilet containers. Jars, ampoules, test-tubes and pill-tubes are among the numerous types of ware on view. It may be added that the company is manufacturing extensively in England with the most modern kind of machinery.

SAMUEL JONES & CO., LTD., have a comprehensive selection of packing requisites on view. To Gumstrip paper tapes and cloth tapes are added sealing machines for paying out the tape, cutting it and so forth. The latest addition to the company's ingenious packing helps is self-adhesive tape, specially in use for glass and metal containers.

J. C. KING, LTD., will again exhibit the latest designs in showcases, and interior and exterior fittings. Display stands, dispensing screens, drug runs, wall cases, perfume cases, glass counters, etc., are specialised in by the company.

THE METAL BOX CO., LTD.—This exhibit will include slip lid and lever lid containers for solids, semi-solids, liquids and powders; hinged lid tins, screw cap tins, talcum powder containers, lipstick cases, compacts, screw caps, cartons and display outers.

RADIUM ELECTRIC, LTD., have introduced a new appliance under the name of Q-Ray compresses. These combine the curative effects of radium and warmth and are recommended for the treatment of rheumatism, lumbago, and similar conditions. The radio-active content of the



compresses is guaranteed and they are available as electrically and not electrically heated. Chemists can supply Q-Ray pads, one of which is shown in the above illustration, either for cash or on hire-purchase terms.

ROBINSON & SONS, LTD., will display cardboard boxes of all kinds. The company manufactures cartons, display outers and showcards in large and small quantities, and sketches and designs are prepared by experienced artists. Chemists with packing problems should consult Messrs. Robinson's representative, who will be pleased to assist them.

THE SCHOLL MANUFACTURING CO., LTD., will show the complete range of Dr. Scholl's foot comfort appliances and remedies.

T. J. SMITH & NEPHEW, LTD., have a large selection of the dressings for which they are well known. Under the name "Elastoplast" come elastic plaster bandages, extension bandages, speciality dressings, corn rings, and a doctor's set containing 117 dressings in various sizes. This is by no means all that is on view. There are also Viscopaste (the adhesive gelatin bandages), Elastocrepe (elastic cloth bandages), Cellona (plaster of Paris bandages), and other well-designed products, including surgical accessories other than bandages.

UNITED GLASS BOTTLE MANUFACTURERS, LTD., will exhibit a wide variety of high-quality bottles in many new designs. The "washed and sterilised ready-to-use medical bottle service" will be emphasised, and the growing use of the screw cap demonstrated. Opal glassware is a new line now being produced by the company, and an attractive display of blown and pressed opal ware complete with Korkalite caps and metal closures will be seen.

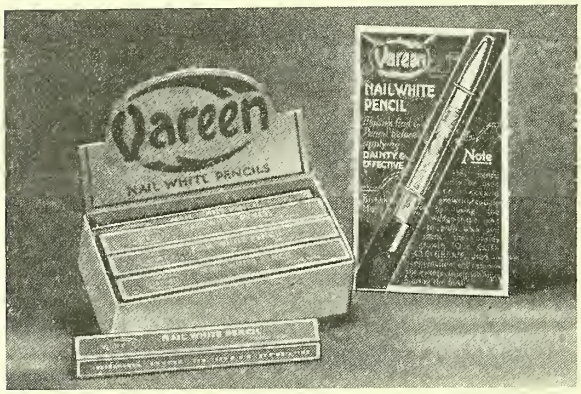
VISCOSE DEVELOPMENT CO., LTD., will display Viskaps, Viskrings, bakelite caps and containers, and Spontex viscose sponges. An illustrated article describing the manufacture of moulded products in this company's Bromley factory is published in this issue (p. 373).

G. H. ZEAL, LTD., have a comprehensive display of thermometers and hydrometers manufactured at their new and up-to-date factory. Their clinical thermometers include the Repello, Sentinel and ordinary patterns of magnifying and non-magnifying types.

Other stands worth a visit are those of THE ECONASIGN CO., LTD. (Econasign printing outfits); MODERN CHEMICAL PRODUCTS, LTD. (Cellocaps); TENTZ (LONDON), LTD. (Tentz deodorant tablets for the mouth).

Trade Notes

VAREEN, LTD., 86 Portobello Road, London, W.11, have sent us samples of Vareen nail white pencils. These pencils may be used to retard the growth of the cuticle by using the wedge-shaped end to push back and shape the untidy growth. The pencils are cartoned and packed



one dozen in an attractive outer. Single pencils, mounted on neat cards and transparently wrapped for show purposes, are supplied free, one to each dozen. Messrs. Vareen inform us that they will supply two pencils free to any chemist who sends them his slip label. Orders, however, should be passed through wholesalers.

L. ELBOZ & SON, Rayon D'Or Works, 94 Ferndene Road, London, S.E.24, specialise in sprinkler tops, metal screw caps and similar metal smallwares.

NEW CATALOGUE.—John Thompson (Wholesale Druggists, 1921), Ltd., 27 Duke Street, Liverpool, 1, have brought out a revised price list of proprietary articles, druggists' sundries, packed goods and shop fittings. A copy of the catalogue is obtainable post free on request.

SHOWCASE LIGHTING.—E. Pollard & Co., Ltd., 159 St. John Street, London, E.C.1, are supplying a window and showcase lighting device, known as Reflecta Strip, which gives brilliant white light from a concealed source. A descriptive list (No. R.S.1) will be sent to anyone interested.

LOADED with stores for three years in the Antarctic, the schooner "Penola" has just set out, with Mr. John Rymill as leader of the Graham Land Expedition. Energen bread, the well-known product of Energen Foods Co., Ltd., 32 Bridge Road, London, N.W.10, has been taken for this Expedition on account of its lightness and nourishment.

ASPIRIN TABLETS.—Thornton & Ross, Ltd., manufacturing chemists, Milnsbridge, Huddersfield, have sent us samples of their Pennine aspirin tablets in a new pack

which they have recently placed on the market. This is an attractive line, and a free sample will be sent to any chemist who is interested.

WINCAPCINE.—Bond Products, Ltd., 6 Hilltop Road, Whyteleafe, Surrey, are marketing through A. de St. Dalmas, Ltd., Leicester, a product under the name of Wincapcine. This is a green, quilted, wadding medicated with methyl salicylate and capsicum. Enclosed in the carton is a small bottle of a "special spirituous solution" for moistening the Wincapcine before application to the affected part, though it may be applied dry if preferred.

KUTTEEL is advertised in this issue by Thornton Pharmaceutical Laboratories, Ltd., Thornton, Blackpool.

VINTEGG.—Joseph Hobson & Son, Ltd., Regent Street, Leeds, are the proprietors of an egg wine which is supplied under the name of Vintegg. Although originally produced as a "drink," this preparation has excellent tonic properties and should therefore be a line in which chemists with wine licences should be particularly interested. Writing regarding Vintegg, Messrs. Hobson state: "It is composed of eggs and a specially selected Empire wine, so that it can be described as an all-British product. Since it was introduced just over a year ago its sales have gone up steadily, and we think that we are justified in claiming that in it we have a line which will achieve nation-wide popularity."

BROMAPRINTS.—Photographic work of an exceptionally high standard is represented by some prints sent for our inspection by Bromaprints, of Knowles Hill, Newton Abbot, Devon. In producing their prints, this firm enlarge them slightly; for example, vest pocket size are printed approximately 3 in. by 2½ in., the 3¼-in. by 2¼-in. size to approximately 4 in. by 3 in., and the 4½-in. by 2¼-in. size to approximately 5 in. by 2¾ in., but the same price is charged as for ordinary snaps. Every print, it is claimed, is as perfect as can be made, and to achieve this result the firm use bromide paper in order to have as wide a choice of grades and surfaces as possible. The prints are also trimmed to leave a wide margin beneath the picture. Specimen Bromaprints will be sent to photographic dealers on request.

CHRISTY'S NEW LINES.—Thomas Christy & Co., Ltd., Old Swan Lane, London, E.C.4, have brought out an

attractive range of toilet requisites. Modern, both in pack and composition, these inexpensive preparations should command a ready sale.

NAIL ENAMEL.—Harriet Hubbard Ayer, Ltd., 130 Regent Street, London, W.1, in sending us the nail enamel set shown in the illustration below, state that their products do not peel or become discoloured, com-

plaints frequently heard in connection with preparations of this nature. The enamel can be supplied in the following shades:—Clear, natural, light, medium, cherry-red, pomegranate and cardinal, the last-named being particularly pleasing for evening use. Either enamel or remover can be obtained separately if desired.

BLAUD'S PILL.—Arthur H. Cox & Co., Ltd., Lewes Road, Brighton, have introduced a new line in the form of Double Blaud Pill, which is stated to contain double the ferrous carbonate content of the B.P. 1932 preparation. The pills are packed in bottles containing 144 and each bottle is enclosed in a carton.

BOB MARTIN, LTD., Southport, have two new lines of interest to dog owners. The company are now offering a remedy in tablet form for the treatment of hysteria. Fit and Hysteria tablets are packed in cartons of twenty-four and are stated to be perfectly safe.—Antimate is a liquid preparation which makes it possible for owners of bitches to exercise their animals without annoyance.—It should also be noted that Messrs. Bob Martin are now marketing their '92 ointment for dogs and cats in a smaller size.

HALIBUT-LIVER OIL PREPARATIONS. — The Crookes Laboratories, Park Royal, London, N.W.10, intend to undertake during the coming months extensive advertising of their halibut-liver oil and the preparations they manufacture in which it is incorporated. Among

the latter are Halycalcyne capsules (the oil and calcium phosphate) and Halimalt (the oil and malt extract). Not only is some attractive display material available, but well written informative booklets for counter distribution can also be supplied.

WATER STILLS.—Thompson & Capper Wholesale, Ltd., College Lane, Liverpool, 1, have published a booklet giving full particulars of the various Stokes Manesty automatic water stills available and a copy of it will be sent to anyone interested in this apparatus.

STANDARDS FOR INSECTICIDES.—The Ministry of Agriculture and Fisheries has issued as Bulletin No. 82 specifications and methods of analysis for certain insecticides and fungicides. Copies of this publication (pp. 10, 9½ in. by 6 in. 3d. plus postage) can be obtained from H.M. Stationery Office, Kingsway, London, W.C.

THE MAZDA COILED-COIL LAMP.—By the use of a double coiled filament, which reduces the loss of heat, the manufacturers of Mazda lamps (The British Thomson-Houston Co., Ltd., Crown House, Aldwych, London, W.C.2) have been able to increase the efficiency of their latest lamp by 20 per cent. compared with the ordinary gas-filled one. This new lamp, known as the Mazda Coiled-Coil, is at present supplied in one size only—40 watts. The lamps are being sold at the same prices as the ordinary types.

HINDS CREAM.—"Hinds-for-the-Hands" is to be the slogan used in the national advertising about to be commenced in connection with Hinds honey and almond cream. Chemists who desire to link up their displays with this publicity can obtain some attractive show material on application. Reference was recently made in the *C. & D.* to the new bottle adopted for this well-known proprietary, and our subscribers are reminded that Lysol, Ltd., Raynes Park, London, S.W.20, have offered to exchange the old style for the new.

Business Changes

THE new address of Phil-Sano, Ltd., is 106 Great Russell Street, London, W.C.1. Telephone: Museum 6027.

MR. T. G. GODDING, chemist and druggist, has purchased the branch of J. M. Hughes, chemist, at 102 London Road, High Wycombe.

TIMOTHY WHITES, LTD., have recently opened new branches at the following addresses:—51 Silver Street and 22 The Canal, Salisbury; 14 Middle Street, Yeovil.

MR. E. B. JOHNSON, chemist and druggist, has taken over the business at 11 New Road, Portsmouth, recently carried on by Mr. M. L. Gregory, chemist and druggist.

MR. W. MASSEY, chemist and druggist, has acquired one of the newly erected shops at Upper High Street, Guildford, and is opening this as a further branch at an early date.

Coming Events

Monday, September 24

Chemists' Exhibition, New Hall of the Royal Horticultural Society, Greycoat Street, London, S.W.1. Opens daily at 11 a.m. Opening ceremony by the president of the Pharmaceutical Society. Closes September 28.

Wednesday, September 26

Manchester and District Pharmaceutical Golfing Society, Northenden Golf Club. President's team *v.* Captain's team.

SOUTH-EASTERN YEAR-BOOK.—We have received a copy of the South-Eastern Year-Book for the session 1934-35 of the S.-E. London Chemists' Association. The briefly written contents include a presidential address by Mr. C. H. Foster; a brief account of the National Pharmaceutical Union and its affiliated organisations by Mr. G. A. Mallinson; a statement of the aims of the Pharmacy League by Mr. E. Neville Browne; and notes on photographic trade. The general secretary of the Association is Mr. E. Oswald Wells, 28 Felhampton Road, S.E.9.

Marriages

ALLEN—DEAN.—At Alton, Hants, on September 7, John Allen, chemist and druggist, to Winifred M. Dean.

BATES—PRING.—At Jordanstown Parish Church, co. Antrim, recently, Arthur Henry Bates, to Sylvia, youngest daughter of Mr. Henry Grattan Pring, M.P.S.N.I., managing director of Grattan & Co., Ltd., chemists, Corn Market, Belfast.

BRIGGS—DAVIES.—At Park Methodist Church, Middlesbrough, on September 12, by the Rev. G. Kellett Grice, Harry Briggs, M.P.S., only son of Mr. Lewis Briggs, "Thornbury House," Kensington Road, Middlesbrough, to Clarice Evelyn, eldest daughter of the late Mr. J. A. Davies, "Gwalia," Addison Road, Middlesbrough.

HALL—BRAUER. — At the Congregational Church, Middlewich, Cheshire, on September 10, Sydney Moreton Hall to Margaret Brauer, chemist and druggist, second daughter of Mr. F. H. F. Brauer, chemist and druggist, Hightown, Middlewich.

ROBINSON—DAVIES.—At the Parish Church, Merthyr Vale, on September 3, Arnold R. Robinson, M.P.S., Ystrad Mynach, to Blodwen Davies.

WEBSTER—THOMPSON. — At Ullet Road Unitarian Church, Liverpool, on September 14, Maurice Stanley Webster, Mayor of Bootle, to Dorothea Marie, eldest daughter of Alderman Edwin Thompson, governing director of Thompson & Capper Wholesale, Ltd., Liverpool.

WHITFORD—SLOMAN.—At Mutley Methodist Church, Plymouth, recently, Edgar H. Whitford, M.P.S., F.B.O.A., elder son of Mr. J. H. Whitford, Dartmouth, to Margaret Gladys, elder daughter of Mr. F. T. Sloman, Plymouth.

Deaths

BARKER.—At "Craig Avon," Cassiobury Park Avenue, Watford, on September 17, Mr. Alfred William Barker, chemist and druggist, senior partner of the firm of E. M. & M. T. Chater, chemists, Watford, aged eighty-three. Mr. Barker is survived by a widow, three sons and a daughter.

GLOVER.—At his residence, 58 Dartmouth Square, Dublin, on September 3, Mr. Joseph Glover, for many years representative of Boileau & Boyd, Ltd., manufacturing chemists, Bride Street, Dublin, aged fifty-nine. For close upon forty years Mr. Glover was connected with Messrs. Boileau & Boyd. During the greater portion of this time he represented the firm in the city of Dublin, and latterly in the counties of Wicklow, Wexford and Louth, where he had established an extensive connection. He was a man who endeared himself to all from his charm of manner and high integrity. The funeral at Enniskerry Cemetery, co. Wicklow, was largely attended, the directors and staff of Messrs. Boileau & Boyd being represented. Many members of the masonic order of which the late Mr. Glover was a prominent member were also present, and numerous wreaths were sent.

HAMILTON.—At Whitstable, recently, Mr. Edmund Harry Hamilton, chemist and druggist, aged seventy-eight.

OLDHAM.—At Clifton, Bristol, on September 6, Mr. Harry Oldham, chemist and druggist, aged sixty-two.

SARGENT.—At High Street, Wellington, Somerset, on August 31, Mr. John Charles Sargent, chemist and druggist, aged eighty-three. Mr. Sargent was formerly in business on his own account, and for thirty years he acted as secretary to Gregory and Wrenn, Ltd., chemists, Taunton and Wellington.

STUART.—At 34 Comber Street, Belfast, recently, Mr. Patrick Stuart, chemist and druggist.

Personalities

MR. G. R. KNOX-MAWER, M.P.S., director of L. Rowland & Co., Ltd., chemists, Wrexham, has been elected president of the Welsh Hockey Association.

PERMISSION to practise as a chemist and druggist in Jersey has recently been granted to the following:—Messrs. H. H. Le Quesne, G. T. Miller, and C. M. Stone.

W.BRO. W. MASSEY, chemist and druggist, Guildford, who is well known in Masonic circles, has been appointed Provincial Grand Director of Ceremonies for the Province of Surrey.

NOTICE is given in "The London Gazette" that Aaron Bernstein (known as Alfred Bernstein), M.B., B.S., "Kynaston Court," Harrow Weald, Middlesex, has assumed the name of Alfred Burnford.

CERTIFICATES OF NATURALISATION have been granted to S. Grasse, medical practitioner, 12 Priory Road, West Hampstead, London; S. Sigal, manufacturer of toilet preparations, 1 Westmoreland House, Fieldway Crescent, Highbury, London.

MR. G. A. MALLINSON, secretary of the National Pharmaceutical Union, contributed a dignified and closely reasoned reply, in "John Bull" of September 15, to the foolish article on the subject of panel chemists that appeared in the issue of that paper for September 1.

Wills

MR. JOHN GOUGH, Lower Broughton, Salford, chemist and druggist, who died on January 26, left estate gross value £1,961, with net personalty £1,111.

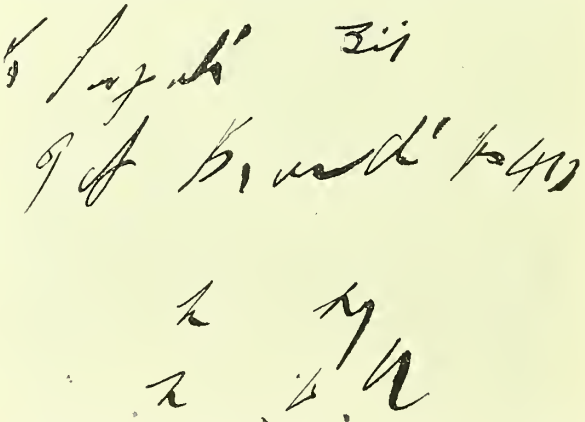
MR. HORATIO HUMPHREY, J.P., Elim, Ridge Hill, Dartmouth, Devon, chemist and druggist, who died on August 10 last, left £8,125, with net personalty £3,893.

MR. WILLIAM GEORGE BURGE, 99 Rugby Avenue, Sudbury, Wembley, Middlesex, chemist and druggist, who died on June 7 last, aged sixty-four, left estate gross value £6,007, with net personalty £2,796.

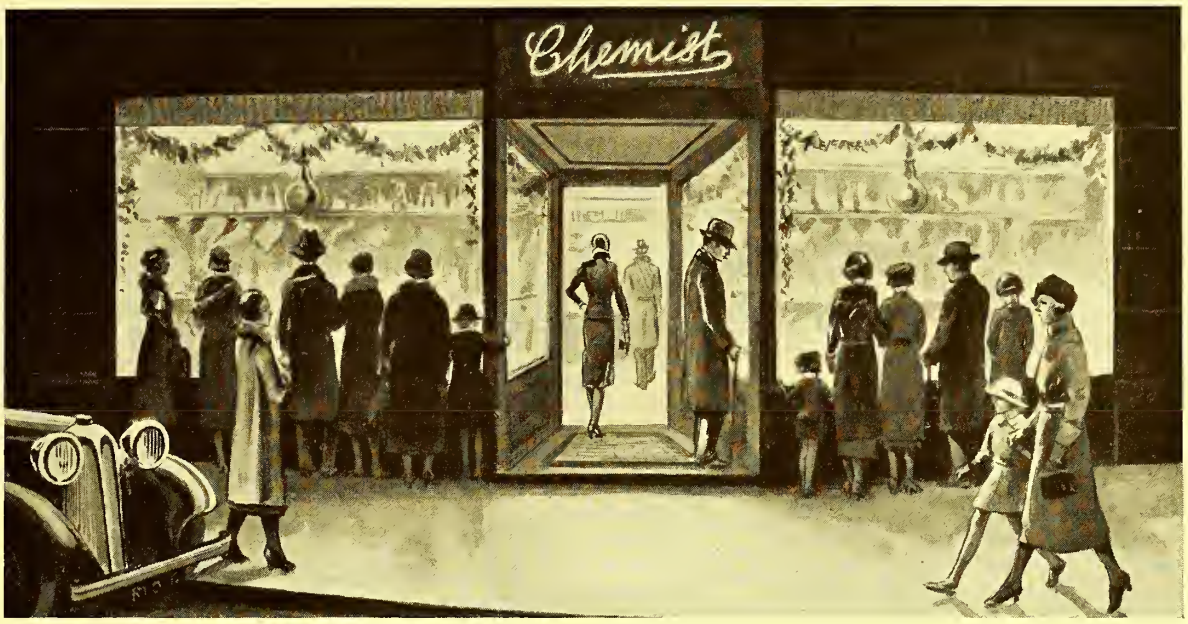
MR. ALFRED JAMES PAGE SKINNER, 25 Fore Street, Seaton, Devon, genealogist, formerly in business as a chemist, who died on July 4 last, aged seventy-six, left estate gross value £3,548, with net personalty £1,069.

Prescription Problem

OUR next problem is given below. Exact transcriptions of the prescription are invited on postcards only (one attempt), which should reach the Editor, THE CHEMIST



AND DRUGGIST, 28 Essex Street, London, W.C.2, not later than the first post on Monday, October 1. Prizes will be awarded at the discretion of the Editor.



A BUYERS' GUIDE

to the Christmas Trade

THE preparation of this supplement has been undertaken with the object of presenting to our readers particulars of a wide range of Christmas lines, in the hope that its perusal will facilitate a solution to that always difficult problem—what to buy for the Christmas trade. As every experienced retailer knows—perhaps to his cost—it is impossible to forecast, with any accuracy, a "best seller" for the festive season. However, in the following pages will be found a selection of gifts, the general excellence of which reflects great credit on the manufacturers concerned, and which the chemist can incorporate, with reasonable safety, in his buying list. It should be emphasised, however, that the groups illustrated do not represent full ranges, but are selections as comprehensive as space will permit. The supplement is divided into sections; for example, several pages are devoted to this year's coffrets, with illustrations and brief descriptions; gifts for men—an important market which is often neglected—is also the subject of a special section; Christmas packs and novelties, manicure sets and brushware are among the other items dealt with.

The Importance of Organisation

The greatly increased strain placed on establishment and *personnel* by the additional business during the Christmas period can be eased to some extent by the application of organisation. It is obvious that a staff, working to capacity during normal periods, cannot be expected to make the best of a "rush," unless arrangements are made to simplify transactions. To achieve success in this direction it is only necessary for the chemist to visualise some of the "snags" which arise during the busy time and to take steps to prevent them. A few simple examples will serve to illustrate the point. It often happens that delay and irritation are caused—and sales lost—by an inexcusable lack of knowledge of prices. Most of the Christmas lines are new and, therefore, unfamiliar, but there is no reason why they should not be thoroughly studied beforehand or each one marked in code. It is a good plan, too, to consider the general layout of the pharmacy with a view to temporary alterations giving a maximum of floor and display space. A common question at Christmas time is "Have you a suitable box?"—and frequently this results in a frantic search with consequent loss of time. All the outers of the Christmas lines, together with other suitable boxes, should be accessibly stored against this contingency. Wrapping paper, string and labels should be available in quantity, and ample wrapping space provided. A service appreciated by customers is the reserving of a space, no matter how small, where labels, etc., can be addressed in comfort. Writing materials and labels should, of course, be available.

With regard to the prospects for the coming season, manufacturers of Christmas goods are convinced that the upward economic trend will result in increased business, and it is therefore up to chemists to be ready. The necessity of buying early cannot be too strongly emphasised because, for obvious reasons, manufacturers cannot possibly offer the best selection to late comers. An early order, therefore, will not only be appreciated but will bring the pick of the Christmas markets.

On the Publisher's Pages

IN a modern trade journal the pages handled by the publisher naturally contain a great many items of trade interest, and, properly studied, they can be, and are, made a source of considerable profit. The pre-eminent position of THE CHEMIST AND DRUGGIST as an advertising medium for the drug trade has been taken advantage of, in this particular issue alone, by well over fifty manufacturers of toilet and allied products. Some notes on the announcements in the special sections appear below: —

Insets in Colours

Special mention should be made of two beautiful insets in colour. The Dubarry Perfumery Co., Ltd., Goldstone Laboratories, Hove, illustrate and describe a few of the more important gifts from their extensive range in an attractive four-page inset in full colours. The second inset (in three colours) is by Robel, Ltd., Eagle House, Jermyn Street, London, S.W.1, and is used to illustrate the well-known Marcel Franck sprays and some practical Robel coffrets.

The Photogravure Section

In the special perfumery supplements good use has been made of the photogravure process of reproduction. First comes a striking four-page inset by the well-known house of Cussons, Sons & Co., Ltd., of Kersal Vale, Manchester. The first page of this inset concerns Cusson's Olde English lavender series; the coffrets shown are numbered and priced. The inside two pages are devoted to a reproduction of coffrets in the Ravon de Paris series; here again the coffrets are numbered and priced. The last page shows Ravon ware, delightful English pottery filled with Piesse & Lubin bath crystals.

Then follows eight very attractive pages commencing with a cordial invitation to chemists from Yardley & Co., Ltd., Sackville House, 40 Piccadilly, London, W., to visit them at their new showrooms, where Christmas buying can be done in comfortable surroundings. A two-page "spread," inserted by Coty (England), Ltd., Coty House, 3 Stratford Place, London, W.1, shows a range of fine coffrets with descriptions and prices; the latest Coty creation "a suma"—described as the "most delightful of exotic fragrances"—is also illustrated. Potter & Clarke, Ltd., have also taken advantage of two facing pages in this section to illustrate and describe Arnaud's perfumery and the well-known Potter & Clarke pot-pourri. Thos. Christy & Co., Ltd., Old Swan Lane, London, E.C.4, use one page to show a new attractive range of hair preparations. Grenoville, Ltd., 64 Hatton Garden, London, E.C.1, have taken the facing page for an illustration of one of several window displays now available; particulars of the Casanova products are given. On the last page of this "eight" Solport Brothers, Ltd., 184-192 Goswell Road, London, E.C.1, show a selection of Nerissa handkerchief puffs on an attractive display stand, surrounded by a range of presentation puff sets.

The Christmas programme of Saville Perfumery, Ltd., Watford, is set out in a special four-page photogravure inset. Part of the inset is devoted to Saville's latest creation, Red Roses, and the remainder to June gift sets.

The second photogravure "eight" commences with a page taken by Jacquesil Fabrics, Ltd., 105-107 Princess Street, Manchester, for Dawn face cloths. The grace and beauty of jars and toilet bottles, and the indispensability of washed and sterilised medical bottles, is emphasised in the next two pages by United Glass Bottle Manufacturers, Ltd., 40-43 Norfolk Street, Strand, London, W.C.2. Then follows another two-page advertisement, this time by The Leyland & Birmingham Rubber Co., Ltd., Leyland, for their well-known products the Leyland and Pharmal hot-water bottles—a decidedly useful suggestion for Christmas. Viskaps—viscose bottle capsules—form the subject of the next page, and several elegant examples of bottles so equipped are illustrated by Viscose Development Co., Ltd., Woldham Road, Bromley, Kent. Four different series of toilet bottles are illustrated on the next page by The International Bottle Co., Ltd., 48 Fore Street, London, E.C.2. The last page of this section comprises two distinctive advertisements by Wood Bros. Glass Co., Ltd., Barnsley, and Beatson, Clark & Co., Ltd., Rotherham, Yorks, respectively.

The Tinted Section

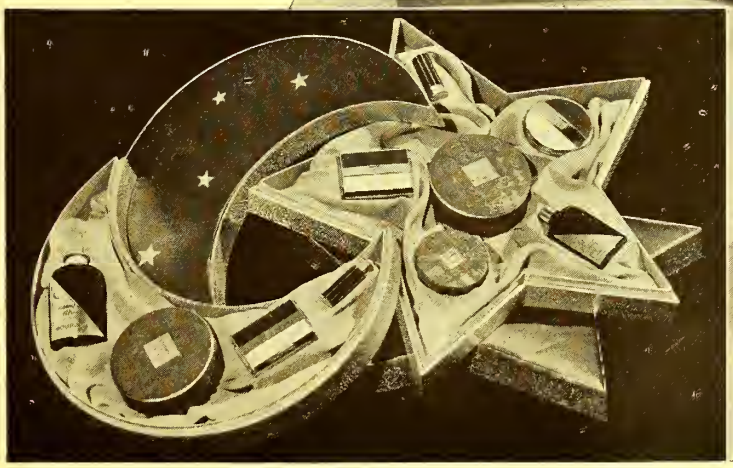
This section, printed in violet ink on a lilac paper, is utilised by a large number of manufacturers as an effective means of bringing their products to the notice of the trade. Their names are as follows (and where particulars are available at the moment of going to press these are included): —Amalgamated Press, Ltd. (two special "gift" numbers of "Modern Weekly"); Anzora Perfumery Co., Ltd. (gift cases containing Anzora preparations); Bathes (Devon violets perfume); Bourjois, Ltd. (Christmas coffrets); H. Bronnley & Co., Ltd. (English Fern gift sets); Thos. Christy & Co., Ltd. (Dr. Page-Barker's Scurf and Dandruff Lotion); Corfield, Ltd. (two models from the Rototherm range of dial type thermometers); A. H. Cox & Co., Ltd. (an invitation to home and overseas buyers to inspect their products at British Industries House, Medical Section, Marble Arch, London); Cresswell Brothers, Branch of International Sponge Importers, Ltd. (selected sponges suitably boxed for Christmas gifts); Crystal Products Co., Ltd. (Outdoor Girl beauty products); A. de St. Dalmas & Co., Ltd. (a comprehensive range of powder puffs); Faire Bros. & Co. (powder puffs); Richard Hudnut, Ltd. (coffrets); G. B. Kent & Sons, Ltd. (shaving brushes, tooth-brushes and hair brushes); J. Lesquendieu ("La Reine des Crêmes"); James Neill & Co. (Sheffield), Ltd. (manicure files); Parfumerie de Fleury; Parscent, Ltd. (coffrets and perfumery); A. & F. Pears, Ltd. (presentation caskets); Pifco, Ltd. (lamps and torches); Radium Electric, Ltd. (Q-Ray electro-radium dry compress); R. J. Reuter Co., Ltd. (coffrets); Robinson & Sons, Ltd.; Sadko Beauty Preparations, Ltd. (Palmyre Rothschild's liquid beauty preparations); Siemens-Schuckert (Great Britain), Ltd. (Sirama electric safety razor and Sirama sharpener); Soho, Ltd. (the Kershaw Bijou theatre glass); Souplex, Ltd. (safety razors and blades); Spencer Bros.; Henry Tetlow Co., Ltd. (Swan Down face powder); Vareen, Ltd. (nail preparations); Vinolia Co., Ltd. (Christmas gifts); Thomas Ward & Co., Ltd. (Wardonia razor sets).

Coffrets

★

A review of this season's models

THE coffret, as a gift, stands high in public favour. It is usual, therefore, to include in the Christmas order a good selection of these specially packed lines. The range of coffrets offered to the trade this year is a very comprehensive one, and in the following pages will be found illustrations and brief descriptions of most of the leading makes. The illustrations commence with three models by Harriet Hubbard Ayer, Ltd. These beautifully produced cases contain the company's ordinary selling lines so that the chemist need not fear being over-stocked. The quality of the goods and the excellence of their appearance are of the usual Harriet Hubbard Ayer standard. In the centre are four coffrets selected from the range supplied by Roger & Gallet (London), Ltd. These particular cases are carried out in a colour scheme of scarlet, black and gold, a combination which contrasts well with the contents. The third illustration shows two outstanding coffrets from the range of Bourjois, Ltd. The contents comprise the popular Evening



Top: Three coffrets by Harriet Hubbard Ayer, Ltd. Right: Examples from Roger & Gallet (London), Ltd. Below: Two outstanding designs by Bourjois, Ltd.

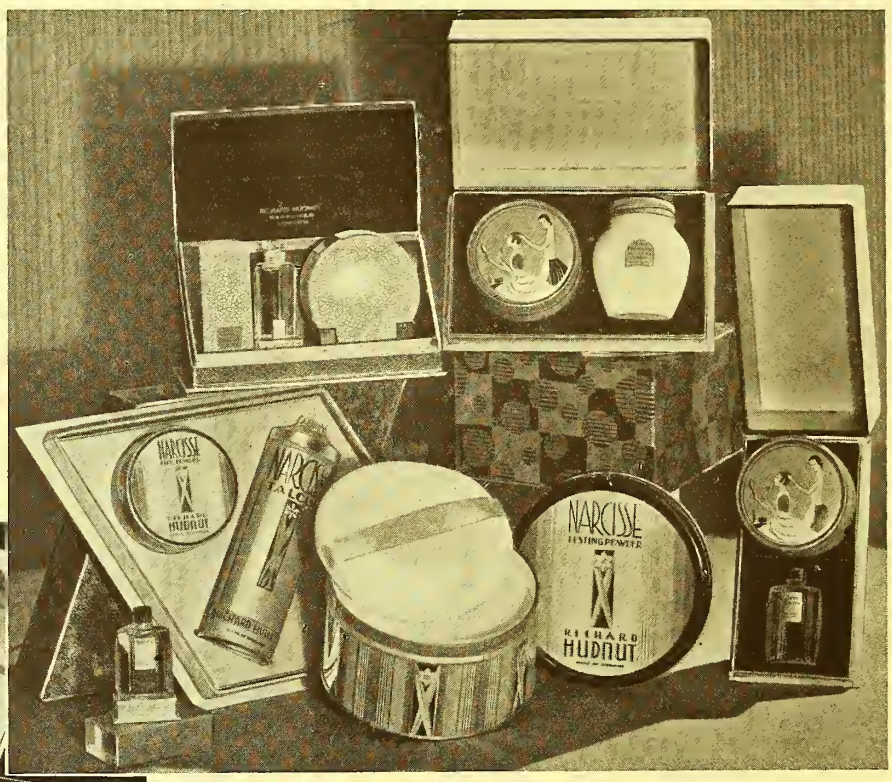
in Paris series, and the cases are appropriately designed for sale at Christmas. The colour scheme, of course, is blue and silver. Potter & Moore, Ltd., have prepared, for this season's Christmas trade, a range of over seventy lavender gift sets. From the illustration herewith, which shows (top) a novel presentation in the form of a cabinet which can be used as a work basket and (below) four excellent coffrets, some idea of the artistic appearance of the sets can be gauged. The prices, too, are convenient for the majority of purses. The Dubarry Perfumery Co., Ltd., six of whose coffrets are shown on this page, have followed their last year's procedure by producing an entirely new range of gift cases in many new styles of artistic decoration. Some of the designs are in the impressionistic style, and others are on more realistic lines, so that differing tastes may be catered for. Perhaps the most important innovation, however, represented by the 1934 Dubarry gift cases is the inclusion, in some of them, of artistic calendars. As many as fifteen of the new cases contain calendars, each calendar having, on the back, spaces for donor's and recipient's names. The calendars bear no advertising matter, and all the reproductions are from the works of famous artists. Another feature of some of the cases is that they are presented in ready-to-post form, an obvious convenience to the purchaser. Each ready-to-post case contains a Dubarry product and a greetings card in an attractively designed postal box. R. J. Reuter Co., Ltd., have prepared a very fine selection of presentation coffrets, several of which are illustrated on the facing page. "4711" is an established favourite in the public mind, and

Above: A selection from the range of gift sets offered by Potter & Moore, Ltd. Below: Artistic presentation is the keynote of these designs from the list of The Dubarry Perfumery Co., Ltd.

commands a ready sale during the Christmas period. "'4711' genuine eau de Cologne," state Messrs. R. J. Reuter in a letter, "is made from the original recipe which has been the jealously guarded secret of the House of '4711' for nearly 150 years, from the purest potable spirit, with vintage essential oils. Nothing whatever will induce us to destroy the pristine beauty of '4711' by using denatured alcohol—so-called 'duty-free spirit'—for '4711' genuine eau de Cologne. It is still imported from Cologne, on account of the impossibility of getting the spirit of the silence and special quality which has always been used in '4711' genuine eau de Cologne and made it world famous, but all our other articles are made in our Slough factory." A very wide range of combinations is available in "4711" coffrets, the well-known blue and gold in gilt cases making an attractive display. Cussons, Sons & Co., Ltd., have sent for our inspection a range of their Ravon perfumery; eight examples are illustrated on this page. The contents of the cases in this series show an appreciation of the requirements of a large number of users, while the colour scheme and design lend themselves to attractive display. Messrs. Cussons have also produced an interesting range of coffrets in Olde English Lavender, as well as the popular Ravon Ware which is filled with Piesse & Lubin bath crystals. Richard Hudnut, Ltd., have prepared some elegant coffrets incorporating Three Flowers, Narcisse and Gemey perfumery; several of these are illustrated on p. 362, together with Narcisse dusting powder, which is also neatly boxed for presentation. A good range of coffrets has reached us from J. Grossmith

Above: Some interesting packs from R. J. Reuter Co., Ltd. Below: A selection from the Ravon series of Cussons, Sons & Co., Ltd.

& Son, Ltd., and several are illustrated below. T. F. Bristow & Co., Ltd., have contributed several new coffrets, three of which are shown on this page. A presentation case of more than ordinary interest comes from Robel, Ltd. This is the Buty-Tone outfit illustrated on this page. The case is of metal and the inside of the lid is a mirror. The contents comprise three creams, two lotions, skin tonic and powder—in fact, a complete outfit suitable for use as a travelling companion. One of the most popular series of Christmas coffrets is Saville's June, and this year a full range of beautifully produced silk-lined cases is available in many different and attractive combinations. A selection of six of these coffrets is illustrated on the facing page. Particular interest attaches, also, to the Red Roses series, recently introduced, and Saville Perfumery, Ltd., are to be congratulated on the creation of a fitting companion to June. The Coty coffrets, as usual, set a very high standard in coffret production. In the illustration (facing page) two models are shown, on the left, No. 8, a handsome Persian design coffret, containing a presentation bottle of Coty perfume in a silk-tassel

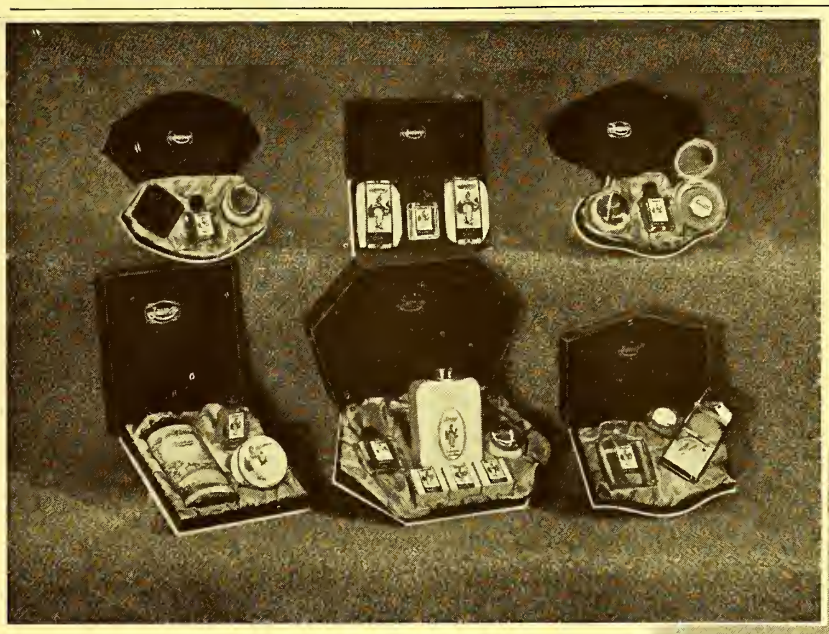


Above: Well-designed coffrets by Richard Hudnut, Ltd. The dusting powders are also neatly boxed for presentation.

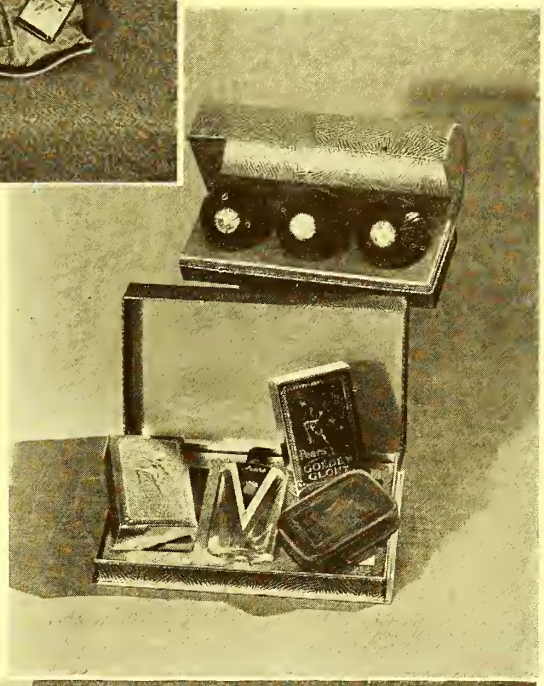
Left: Some examples from the range of J. Grossmith & Son, Ltd.

In circle: Three coffrets by T. F. Bristow & Co., Ltd.

Below: A Buty-Tone outfit by Robel, Ltd. This makes an attractive gift and is ideal for travelling.

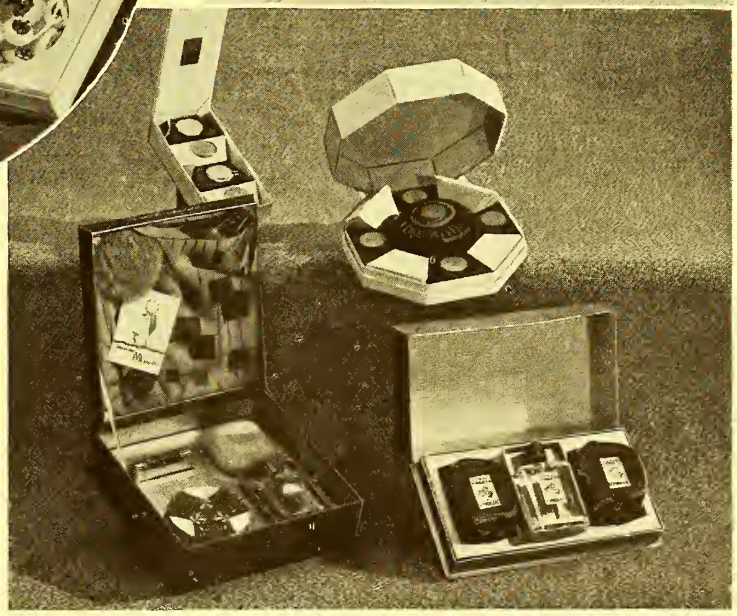


Above : Selections from the June coffret range by Saville Perfumery, Ltd.
Right : Two crimson and gold caskets from A. & F. Pears, Ltd.

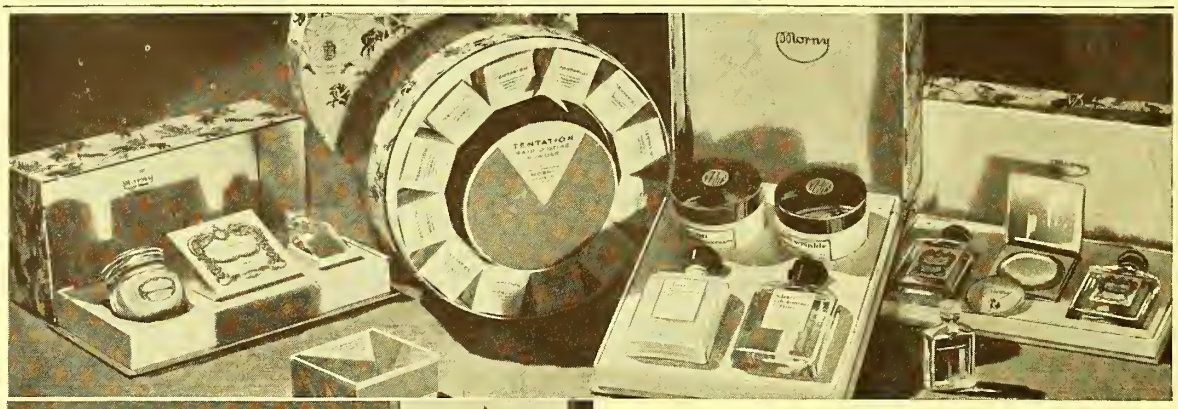


Two fine examples of craftsmanship from Coty (England), Ltd.

trimmed case, and a box of Coty face powder. On the right is No. 17, containing two creams, soap, face powder and hand lotion. A. & F. Pears, Ltd., have sent two attractive ladies' gift caskets (illustrated on this page) containing two Golden Glory toilet soap tablets and a neat flask of lavender water, and three round soap cakes in pleated cellophane. The colour scheme of crimson and gold in all the Pears' caskets is suitable to the season. The Christmas lines of the Vinolia Co., Ltd. (four of which are shown on this page), cover a wide range of designs. Those illustrated include No. 60.049, four compressed bath crystals wrapped alternatively in black and white in white box ; No. 53.192, bath soap and eight compressed bath crystals ; No. 53.193, an Aralys gift box containing lipstick, powder, soap and perfume, and a dainty handkerchief puff ; No. 20.242, two tablets Liril violet soap and one bakelite-capped sprinkler bottle.



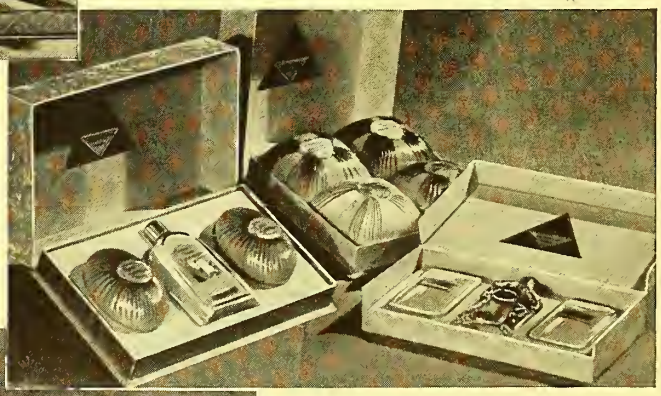
Right: Four attractive packs by Vinolia Co., Ltd.



Above : Some examples from the range of Morny, Ltd.
Left : Some of the many designs from J. & E. Atkinson, Ltd.

very distinctive and high-class character, which will enable an attractive display to be made. The illustration (left) shows some typical examples. H. Bronnley & Co., Ltd., draw special attention this year to their selection of English Fern lines. The company is featuring this series on account, they state, of the great popularity which English Fern soaps and associated lines have enjoyed during the past year. The illustration (below) shows a case containing hand cream in fancy bottle with a gilt cap and two tablets of cellophane-wrapped bath soap, four wrapped soaps in box and a soap and perfume set. The selection

Morny, Ltd., have produced a very fine range of gift sets—the Chevalier series—examples of which are illustrated (top). The series contains many charming and practical combinations, and the design of the cases represents artistic work of a high order ; the colour scheme, too, is excellent. J. & E. Atkinson, Ltd., have adopted, for this year's coffrets, a design of a



Above : Three typical Bronnley products, H. Bronnley & Co., Ltd. Left : Some of Yardley's contributions to this year's Christmas trade, Yardley & Co., Ltd.

of gift cases from Yardley & Co., Ltd. (illustrated on the left), is representative of their range, and comprises Fragrance, Orchis, lavender, and eau de Cologne. The Fragrance gift cases are an entirely new line, although Fragrance perfume has been out for some time.

With the ranges of coffrets outlined above at his disposal the chemist is in a strong position to capture a fair proportion of the Christmas trade.

A New Perfumery Series

THE introduction of a new perfumery series is a matter of considerable trade interest. The illustration herewith shows a group of Casanova perfumery introduced by Grenoville, Ltd., 64 Hatton Garden, London, E.C.1. The House of Grenoville has been established in Paris since 1879 and is well known throughout the United States. The Casanova series has the feature of being distinctive, and will be backed by nation-wide advertising in leading publications. Attractive show material, sales aids and samples are available.

Manicure Sets

AS a toilet requisite, or rather as a combination of toilet requisites, the manicure set has become indispensable. The demand at Christmas, therefore, is sure to represent a fair proportion of the toilet trade. On this page are shown sets from four well-known houses. The three sets in the centre of the page are from S. Maw, Son & Sons, Ltd., and are exclusive models. They are of modern design in snakeskin and morocco with zip fastenings and chromium mounts; the prices are reasonable. On the left of the illustration are four Cutex sets (J. C. Gambles & Co., Ltd.). Cutex manicure sets, of course, have a heavy sale amongst chemists, and it is logical, therefore, to include a fairly good selection in the Christmas buying order. On the right are three sets from the range of Amami (Prichard & Constance (Manufacturing), Ltd.). These particular products are also very popular in the pharmacy and with the public. The remaining set (right, top) comes from Harriet Hubbard Ayer, Ltd., and is a gift worthy of the name of this maker. It is suggested that a portion of the Christmas window display, devoted exclusively to manicure sets, will "pull its weight."

One of the most attractive and useful of presents is a pot-pourri jar. Potter & Clarke, Ltd., have, as in former years, produced a very extensive range, and several models are illustrated above. This illustration also shows, on the extreme left, a delightfully perfumed floral sachet. A second illustration (right) shows one of Arnaud's real flower baskets (No. 24) also from Potter & Clarke.

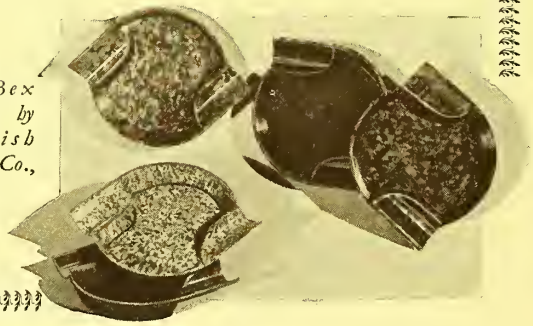
A novel gift by Bourjois, Ltd. This Christmas bell is available filled with either Evening in Paris perfume or with the latest creation, Fiancee.

Christmas Packs and Novelties

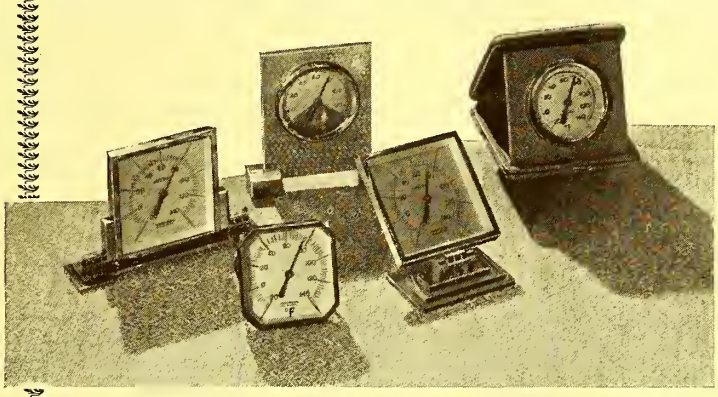
Below: Selected honeycomb and fine Turkey sponges suitable for Christmas gifts. Cresswell Brothers, Branch of International Sponge Importers, Ltd.

The selection shown above comes from the well-known house of Solport Brothers, Ltd. The Nerissa powder puffs are from a very extensive Christmas range, and the attractive metal stand on which the handkerchief puffs are shown is supplied free with certain orders.

In the small panel is shown the Rite-Lite mirror, one side of which reflects make-up in daylight as it will appear in artificial light, and the other side vice-versa. Robel, Ltd.

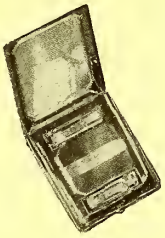


Right: Bex ash trays by The British Xylonite Co., Ltd.



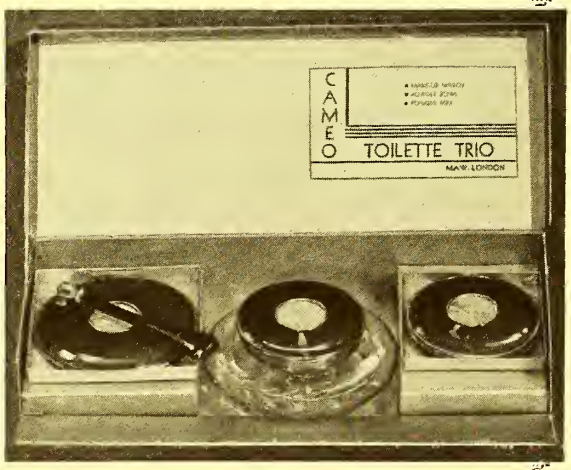
A range of new Rototherm lines for Christmas. These interesting bi-metal dial-indicating thermometers suggest themselves as unusual and practical Christmas presents. Corfield, Ltd.

The three illustrations below show (left) a very attractive vanity case: (top) a new and compact beauty aid accessory which has four lotion bottles with glass stoppers and screw enamelled tops, flank built-in powder receptacle fitted with removable sifter, and a removable mirror lid with a ball-jointed handle; (bottom) a powder bowl of graceful design on a pedestal mounted on slim circular chromium base. All from S. Maw, Son & Sons, Ltd.



Fancy soaps are, of course, in brisk demand during the festive season. Illustrated above is a selection from the range of Charles Midgley, Ltd., who have introduced seventy-three new numbers this year. In the novelty soaps shown is a soap facsimile of chocolate; this is a most realistic model and could easily be used as the basis of a harmless joke. The soap draughts is an interesting novelty, two boxes making a complete set. The model goldfish is also an excellent reproduction. The lady's hat in hat box and the dog and kennel are good examples of the soapmaker's art and should sell exceptionally well. Messrs. Charles Midgley have also produced a wide range of gift sets.

Below: A charming new toilet presentation package from Maws, consisting of a magnifying make-up mirror with a handle on the swivel joint; a tinted and etched glass powder bowl with mirror inside lid; a round powder box fitted with clear glass bevelled mirror and metal rim silk sifter. All the metal parts are black enamelled with gleaming chromium mounts.



Left: Spencer Bros. make three useful suggestions for Christmas gifts, in the form of powder puffs, and floral sachet. A feature of these special packs is the inclusion of a neatly written greetings card.

Gifts for Men

Three practical suggestions from Potter & Moore, Ltd.

of the toilet trade. What does appear to improve, however, is the method of presentation, and this year sees many skilfully designed gifts which will doubtless appeal to the recipient, and more so to the buyer, usually a lady. The illustrations on the two "Gifts for Men" pages include a number of appropriate coffrets. Potter &

Right: Some examples from the wide range of gifts for men supplied by The Dubarry Perfumery Co., Ltd.

Two useful gifts (left) from Saville Perfumery, Ltd., and (right) from Vinolia Co., Ltd.

MANY chemists find this subject rather a problem, but, as the following two pages show, there is no lack of material in the "gifts for men" market. Most of the makers of coffrets, while naturally devoting much attention to catering for the fair sex, do take considerable pains to study the requirements of men, and place on the market some really practical gifts. There is wide scope for using the continual demand for shaving and hair preparations as a basis for this gift market, and this is evident from the illustrations on this page. The combinations in these gift cases do not appear to change greatly from year to year, as, for example, shaving stick, shaving brush and brilliantine; shaving cream and talcum powder; shaving bowl, shaving brush and shaving stick, etc. It is difficult, indeed, to suggest a variation which will keep the sets within the scope

Left: The well-known Anzora products specially packed for presentation at Christmas. The Anzora Perfumery Co., Ltd.

Below: Three men's coffrets from Roger & Gallet (London), Ltd. Right: A composite illustration showing men's coffrets. Top: (centre) J. Grossmith R. J. Reuter Co., Ltd.; T.F. Bristow & Co. Ltd. & Son, Ltd.; and (bottom)

Above: A Wilkinson razor set, The Wilkinson Sword Co., Ltd. Centre: Three new Wardonia razor sets, Thomas Ward & Sons, Ltd.

An ideal gift for men, A. & F. Pears, Ltd.

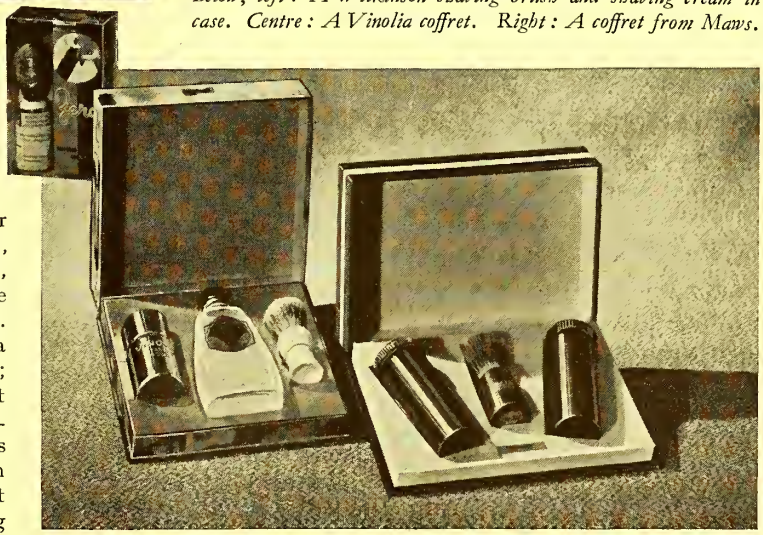
Moore, Ltd., have sent three examples; The Dubarry Perfumery Co., Ltd., have produced many different and practical styles; sets by Saville Perfumery, Ltd., and Vinolia Co., Ltd., are shown; the well-known cream in a transparent case, (centre) a practical combination from Vinolia Co., Ltd., and (right) one of Maw's gift sets for men. The remaining illustrations on this page are of razors—one of the best-selling lines in this market. The Wilkinson set shown at the top of this page (left) comprises a highly-finished self-stropping silver-plated razor with a special oxidised grip handle, six blades and strop. In the centre are three new Wardonia razor sets (Thomas Ward & Sons, Ltd.). These sets comprise the new flat Golden Arrow set of a Wardonia razor with ten Wardonia blades in a special gilt container; the new Devon bakelite set comprising a Wardonia razor with ten Wardonia blades; the new ivory Pilot set comprising a Wardonia razor with four "barrel-hole" blades in a new white ivory case. The remaining set illustrated is from Siemens-Schuckert (Great Britain), Ltd., and comprises the Sirama electric safety razor and equipment.

Above: A coffret for men, Charles Midgley, Ltd.

Right: A suggestion from Coty (England), Ltd.

Above: A Sirama electric safety razor outfit, Siemens-Schuckert (Great Britain), Ltd.

Below, left: A Wilkinson shaving brush and shaving cream in case. Centre: A Vinolia coffret. Right: A coffret from Maws.



Anzora creams are available in cases; Roger & Gallet (London), Ltd., have sent some fine examples of men's gift cases; the three coffrets illustrated together (p. 368) are from (top) R. J. Reuter Co., Ltd., (centre) J. Grossmith & Son, Ltd., and (bottom) T. F. Bristow & Co., Ltd. On this page are shown several more coffrets from well-known makers. A. & F. Pears, Ltd., have sent a case containing a shaving brush and Jif shaving cream; Charles Midgley, Ltd., can supply about twenty different sets for men; a high-quality set from Coty (England), Ltd., is illustrated; and the composite photograph on this page shows (left) a Wilkinson set comprising shaving brush and shaving

The Christmas Brush Market

A well-designed gift set by G. B. Kent & Sons, Ltd.

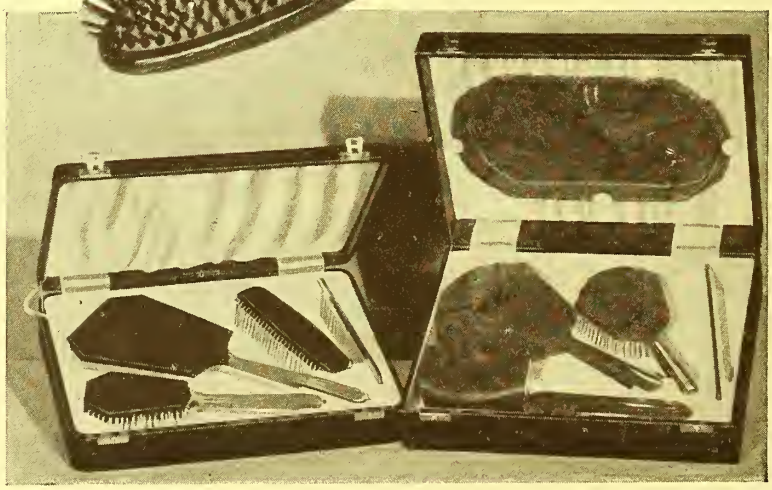
Shaving brushes make useful presents. Here is a range from Edward Hack.

A CHRISTMAS buying order would be incomplete without the inclusion of a selection of gift brushware. Herewith, therefore, are shown some useful suggestions from this market. G. B. Kent & Sons, Ltd., have sent a good selection of their products, and one of their gentlemen's cases is shown on this page; on the facing page may be seen several more Kent lines, including

The Huntclub set in brown morocco case with zip fastener. This is a product of S. Maw, Son & Sons, Ltd.

A good hair brush is a very acceptable gift. This is a modern model by The British Xylonite Co., Ltd.

hair brushes, shavers, nail brushes, etc. Edward Hack has contributed a range of Anti-Thrax shaving brushes, the special features of which are now well known. From S. Maw, Son & Sons, Ltd., comes a "Zipper" travel kit in brown morocco; seven different patterns are available, the one shown being the Huntclub. A further illustration of brushes from the House of Maw (facing page) includes some very



Right: Two smart dressing-cases from the range of The British Xylonite Co., Ltd.

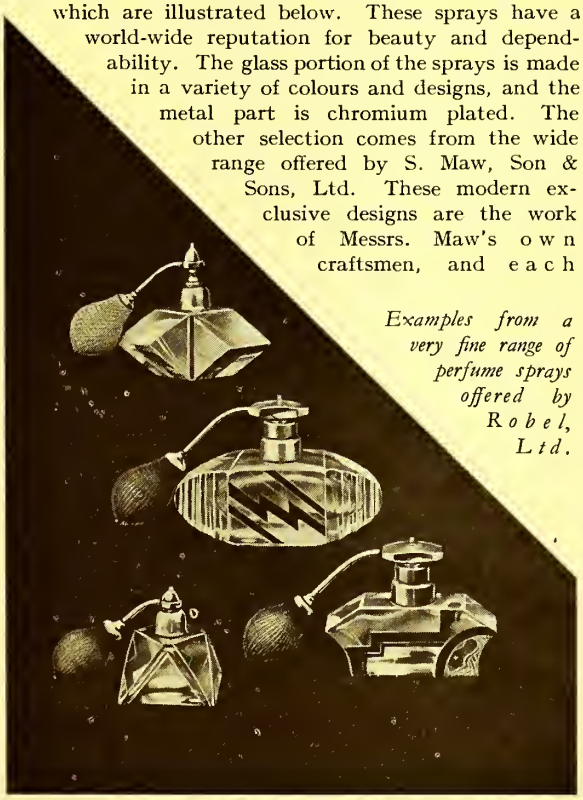
Left: A selection of brushware from G. B. Kent & Sons, Ltd. The group includes many valuable suggestions for gifts.

Below: A note of modernity in presentation is evident in this group of brushes from S. Maw, Son & Sons, Ltd.

fine shavers and the Nusuper and Attention hair brushes. The Nusuper brushes are in panelled wood backs in contrasting shades, each in a square presentation box. The Attention is a new shape, panelled in contrasting coloured wood. The British Xylonite Co., Ltd., have sent us two very attractive dressing cases, and a modern style hair brush (illustrated on the opposite page). The dressing cases are, of course, ideal Christmas presents and have only to be shown to attract attention.

Perfume Sprays

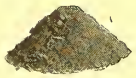
THE perfume sprays illustrated on this page come from two specialists in this market. Robel, Ltd., have sent us a range of Marcel Franck's sprays, four of which are illustrated below. These sprays have a world-wide reputation for beauty and dependability. The glass portion of the sprays is made in a variety of colours and designs, and the metal part is chromium plated. The other selection comes from the wide range offered by S. Maw, Son & Sons, Ltd. These modern exclusive designs are the work of Messrs. Maw's own craftsmen, and each spray is packed in a smart embossed silver presentation box. The sprays illustrated comprise (top) the Trocadero model, (centre) the Moderne design, (bottom left) the Wurlitzer, and (right) the Cocktail. Messrs. Maw's range of sprays contains over thirty different patterns, all in modern designs. To appreciate properly the beauty of these products chemists should, if possible, call at the showrooms in Aldersgate Street, London, E.C.1, where the full range is displayed, and where they will be given a very cordial welcome.

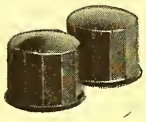


Examples from a very fine range of perfume sprays offered by Robel, Ltd.

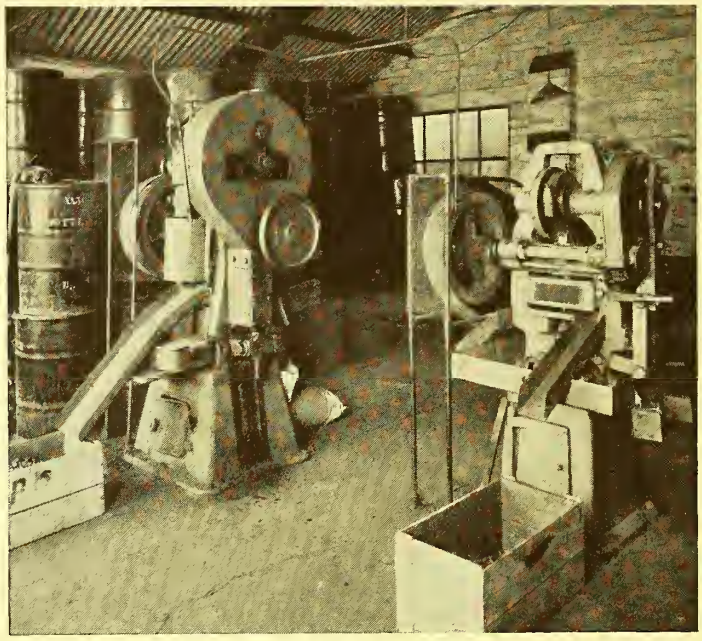
Some exclusive modern designs in perfume sprays from S. Maw, Son & Sons Ltd.

Typical Moulded Products and Moulding Plant





Three stages in the manufacture of a bottle cap. Top, the moulding powder; centre, compressed tablets; and, bottom, the finished product.



Above: Two of the large tablet compressors.

Left: Some examples of mouldings manufactured by Viscose Development Co., Ltd.

One of a battery of presses in which the compressed tablets are moulded.

Photographs by courtesy of Viscose Development Co., Ltd.

Moulded Products
for the Perfumery Trade

THE manufacture of moulded products is an industry which has made quite remarkable progress during recent years. The commercial application of plastic mouldings covers a very wide field, but in this article it is proposed to deal only with their use in the perfumery trade. In order, therefore, to acquire some first-hand information on the subject, a representative of THE CHEMIST AND DRUGGIST recently visited the extensive factory at Bromley, Kent, of the Viscose Development Co., Ltd., and in the following paragraphs gives some of his impressions. (An aerial view of the factory is shown below.)

The Raw Material

The tour of the factory commences at the stores, where large consignments of moulding powders of various grades are kept in stock and used for manufacturing as required. This raw material starts on its journey at the tablet compressing department; the equipment here consists of a battery of large automatic tablet punches (two are illustrated) similar to but larger than those used in the manufacture of pharmaceutical tablets. The process is purely one of compression, and then the tablets are brought into the factory to enter into the second stage. The moulding room is a hive of industry, many different products being turned out simultaneously on the rows of moulding machines (one of these machines is illustrated on the facing page). The process is briefly as follows:—The compressed tablets are first placed on a tray, and this tray is then placed on the mould. Hydraulic pressure and heat are applied, and the tablets "cooked" or "cured."

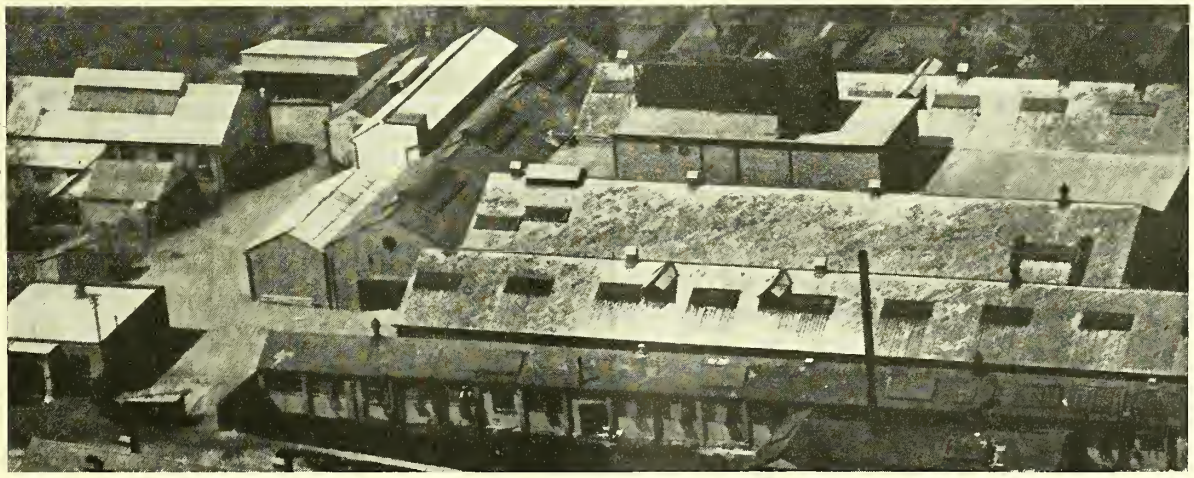
Change of Colour

It is interesting to note that when the "cooked" material comes from the mould the colour has changed and the bottle cap, or whatever article is being processed, is now a bright, well-finished product, except that at the point where the mould divides a slight burr is left, which is subsequently polished off. During the *C. & D.* representative's visit bottle caps in a wide variety of shapes and sizes, shaving stick containers, cosmetic and lipstick containers and other accessories for packing toilet articles were being manufactured. The moulds are made of hardened steel chromium-plated, and represent a large capital outlay on the part of the company. The mould store at the Viscose Co.'s factory is a well-stocked department, and contains not only ordinary moulds but a number of intricate and expensive engraved moulds.

Finishing

The next process is that concerned with finishing, and in this department a large number of girls are employed (a finishing bench is illustrated below). Finishing includes several processes; for example, in the case of bottle caps these are trimmed by means of machines.

Then again, a special process is used whereby an inscription or design on the caps may be "filled" with any desired colour. Every moulding is, of course, polished before it is allowed to leave the factory. While watching the girl operators the observer is impressed by the amazing speed at which they work; it is, in fact, considerably quicker than the eye can follow. The finishing process, as regards bottle caps, can be summarised as follows:—(1) Counted (this is to check the moulders' quantities); (2) trimmed; (3) inspected; (4) cork wads inserted; and (5) weighed. The finished mouldings are then taken to the stores, where each bin is labelled and stocks are carefully kept. Everything sent out from this factory is packed in strong cartons and bound twice with steel bands.



Telegrams: "Atoleine Sedist, London."

Telephone: Bermondsey 1141

John Bell, Hills & Lucas Ltd.

"JOHN BELL BRAND"
COLD CURE CAPSULES.
For Influenza and Common Cold.
A good selling Winter line.
Send for Sample box and particulars.
Oxford Works, Tower Bridge Road, London, S.E.1

SUGAR COATED PILLS
MADE BY
PARKINSONS
Packed in 1d., 3d., and 1/- boxes.
PARKINSONS, LTD., Manufacturing Chemists, BURNLEY

'PANOPEPTON'
The Pure Nutritious Substance of Beef and Wheat in Perfect Solution
Supplied in 12 oz. bottles.
Originated and Manufactured by—
FAIRCHILD BROS. & FOSTER (Inc. N.Y.)
New York, and 65 Holborn Viaduct, London, E.C. 1.
Agents:
BURROUGHS WELLCOME & CO., London, Sydney, Cape Town.

***C. & D.* Stock-Taking Sheets**
Halve the Labour of Taking Stock.
Price of Complete Pad, 2/6 post free.
The Chemist & Druggist, Publications Dept., 28 Essex St., London, W.C.2

Felsol (Regd.)
for
Asthma
Continuous Propaganda conducted with the Medical Profession.
P.A.T.A. terms upon request.
BRITISH FELSOL COMPANY, LTD.
15, CAROLINE STREET, LONDON, W.C.1

90% S. V. R. 95% 1932 B.P.
FOR
Write for Prices **TINCTURES**
JAS. BURROUGH LTD. 1 Cale Distillery, LAMBETH, S.E.11

"The Chemist and Druggist" COMPACT LIBRARY

VETERINARY COUNTER PRACTICE
Chemists interested in veterinary practice will find the work indispensable, as it deals with the ailments of horses, cattle, sheep, pigs, dogs, and poultry, and the remedies that can be supplied. New edition 1930 (Eighth) brings this book thoroughly up to date. Price 7s. 6d. net, by post 8s.

THE PHOTOGRAPHIC CHEMIST
This is a concise guide to chemists commencing and carrying on a photographic department. Price 3s. 6d. net, by post 3s. 8d.

DISEASES AND REMEDIES
Now in its sixth edition (March, 1931). It has been carefully revised by an experienced medical practitioner and parts of the book have been rewritten. Price 5s. net, by post 5s. 3d.

WOOTTON'S CHRONICLES OF PHARMACY
In two vols., maroon cloth, comprising 770 pages. Price 10s. 6d. net, by post 11s. 3d.

PRACTICAL METHODS OF URINE ANALYSIS
The object of this book is to give chemists exactly the information they want on the subject. The book was written by a pharmacist who was an expert in this work, and has been revised by a medical practitioner and lecturer of long experience in clinical analysis. (Fourth Edition). Contains 97 pages. Price 4s. net, by post 4s. 3d.

THE CHEMISTS' DICTIONARY OF MEDICAL TERMS
A small book which explains the meaning of medical terms as to which customers often inquire from chemists. In addition to concise definitions of these technical terms, notes are given on the treatment of the more important ailments. Price 3s. 6d. net, by post 3s. 8d.

THE *C. & D.* PRICE LIST FORMULARY, "P.L.F."
All users of the *C. & D.* Retail Dispensing Price List require a copy of this Formulary. It brings together the formulas for unofficial preparations, the prices of which are quoted in the Price List. It is a choice collection of good formulas for articles in everyday request by the public. Price 2s. 6d. post free.

PROVINCIAL HOSPITAL PHARMACOPOEIAS
Uniform with the "Chemists' Dictionary," contains 296 pages and consists of formulas for medical prescriptions used in twenty-two hospitals and infirmaries in Great Britain outside the London district. Price 3s. net, by post 3s. 2d.

Published by "The Chemist and Druggist"
28 Essex Street, LONDON, W.C.2
Branch Offices: Manchester and Sheffield, England. Glasgow, Scotland. Melbourne and Sydney, Australia. Auckland, New Zealand.

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

B/20. Aidall sets
E/20. Belton plasters
B/20. Besnit complexion cloths
E/79. Buckley's syrup
B/20. Burdett's socks
F/27. Catadyn dental bath
D/25. Dean Universal Emulsor
E/79. Noxzema (English source)
B/19. Orange-Sagrada
M/10. Somniferrin
E/20. Wright & Kay's starch enamel

THE
CHEMIST AND DRUGGIST
VOL. CXXI. September 22, 1934 NO. 2850

Census of Production

We have just received for the purpose of review a copy of the Final Report of the Fourth Census of Production (1930), Part III, published by H.M. Stationery Office, price 8s. net. It is a volume of 529 pages, 9½ in. by 6 in., of which some 176 pages are concerned with a group described as "Chemicals and Allied Trades." The other 350 odd pages provide production information on tobacco, food and drink of all descriptions, paper, printing and stationery. These industries have little or no relation to that of chemicals. It would, we suggest, have been quite a simple matter to have published the report on each of these industries separately and the purchase price of each report would have been much less than that charged for all the reports in one volume. As it is, the firm interested, for example, in the wholesale bottling trade, has to pay eight shillings and be burdened with 500 pages of printed matter in order to obtain twelve pages of information of any use to them. The chemical and allied trades group includes oil and tallow, starch and polishes, matches, gums and sealing wax, industries which are of very little interest to those in the chemical trade.

Out of Date

The breaking up of the volume to much smaller publications might also enable the authorities concerned to complete and issue at least some of them a good deal earlier than is the case in the present instance. We are getting towards the close of 1934 and now have before us information of no particular detail, regarding production in our trade in 1930. As an indication of the current conditions in the industry, the report is, in our opinion, of little use; even as a volume of reference it is hopelessly indefinite and incomplete. We believe difficulty is experienced in obtaining from manufacturers in most industries particulars in detail of their activities. This attitude, which we do not suggest is anything but justified in certain circumstances, is reflected throughout the report. Take, for instance, the table of production of drugs, medicines and medicinal preparations (pp. 265–6), the eight groups, with one exception, are general with the largest group described as "Other (including unclassified) drugs and medicinal preparations, not elsewhere specified," which accounts for nearly £4,700,000 out of a total of £15,260,000 for the eight groups composing the table. We are forced to the opinion that, as at present compiled and published, these out-of-date reports are abortive efforts to assist industry and a waste of public money.

General Figures

The grand total value of productions under the heading of chemicals, dyestuffs and drugs manufactured in Great Britain during 1930 was £52,653,000, compared with £54,472,000 in 1924. In the class described as perfumery, soap and candles the 1930 production amounted to £29,105,000, against £32,073,000 in 1924. At first sight it would appear that these totals are unsatisfactory and reflect a decline in our manufactures. But if the substantial difference in the selling value, which is the basis of these returns, between 1924 and 1930 is taken into account, it indicates that the volume of merchandise manufactured was slightly greater in 1930 than in 1924. This is confirmed by the figures of employment to which we refer later. According to the report, if the total output of 1924 was re-valued on the basis of 1930 values the result would be £50,126,000. Thus on a fair basis of comparison the 1930 figures of production show an improvement of £2,500,000 over those of 1924. Similarly, with the perfumery, soap, etc., group, the 1924 output valued on 1930 selling prices amounted to £26,900,000, whereas the value of productions of these commodities during 1930 was £27,700,000. Employment in the chemicals, etc., group (excluding out-workers) in 1930 averaged 70,475 persons, compared with 66,962 in 1924. The foregoing comprises a brief review of the main features of the report and the figures may be considered as satisfactory, indicating that during a period of unexampled difficulties and depression the chemical industry not only maintained its strength but actually improved its position. Much in the way of development has taken place since 1930 and it will be generally agreed that the production of chemicals has gone ahead during the past four years, both in volume and value.

Individual Products

The tables of production include comparatively few individual products, and it is astonishing to find no mention whatever of key industry chemicals. Information on these products would have been most useful and would have shown whether the tariff of the past thirteen years was achieving its object. It is, however, interesting to note that the output of formaldehyde increased from 14,900 cwt. in 1924 to 72,500 cwt. in 1930, but the increase since the latter year has been even greater. Most of the other figures in this table are representative of small groups, such as "salicylic acid (including salicylates not elsewhere specified)," and are, to us, meaningless. At the end of this table there are no less than eight footnotes with which the returns are liberally sprinkled. We realise the chemical industry must be one of the most difficult to handle efficiently in compiling returns, but the same tables have, we believe, been in use for some years, and no attempt appears to have been made to bring them up to date or in any way to make the groups more clear cut. In the dyestuffs section the information is concise and definite, being composed of ten well-known classes of colours, which, incidentally, show that production has increased from 33,243,000 lb. to 42,590,000 lb. from 1924 to 1930. These figures, in themselves, are sufficient answer to the critics of the Dyestuffs Act. Why could we not be given similar information in respect of key industry chemicals?

The Draft Poisons List and Rules

Abstract of a paper read before the Exeter Branch of the Pharmaceutical Society on September 19, by Mr. H. Wippell Gadd, barrister-at-law

BEFORE considering in detail the proposed new Poisons List and Rules we must discard many traditional ideas and expressions. We note that the old Parts I and II of the Schedule are gone and that the divisions of the new List, bearing similar titles, are totally different in character, scope and incidence.

In considering the new Poisons List we note at once its extraordinary complexity. The List has to be read with the aid of special rules of construction. It is subject to a long and complicated list of exclusions, is amplified by the First Schedule and controlled by the new Rules and by the parent Act of Parliament, as amended in some respects by the Rules. It is possible by prolonged and assiduous study to learn to understand all these provisions and even to admire their general clarity of definition and expression of intention, although the definitions seem, in a few cases, to be more inclusive than was probably intended. But the List is not possible as a means of ready reference for technical practice and commercial usage, and must be supplemented, officially or unofficially, by a summary or rearrangement of its provisions and by an extended catalogue of the commoner articles which come within the scope of its definitions.

I submit to you a rearrangement of the List, with indications of the exclusions and special Restrictions, and also an enumeration, necessarily incomplete, of the principal non-proprietary articles used in medicine or commerce which are or will become statutory poisons. I wish also to ask your special attention to certain governing principles in the List and Rules, and to indicate how they are likely to work out in practice.

The first point to consider in connection with the Poisons List is the rule of construction that "A reference to a substance shall include a reference to that substance when contained in any preparation, solution, admixture or natural substance." This has far-reaching implications. For example, it is not, at first reading, evident that stramonium leaves are within the Poisons List, but they are included by reason of the fact that they contain hyoscyamine and moreover are subject to the special restrictions imposed by the First Schedule. Thyroid gland is not directly named in the List, but its active principles are, and the gland is therefore a statutory poison because it contains them. This principle, if literally carried out, may lead to embarrassing results; but it errs, if at all, on the safe side.

A real danger is that the labelling of some medicines (admittedly toxic in excessive doses and properly included in the List, but often taken medicinally with advantage and impunity) with the word "Poison," without qualification or explanation, will weaken the warning value of the word "Poison."

Poisons List

Poisons to which special restrictions apply marked S.1.

Articles new to the Poisons Schedule marked N.

Note.—A reference to a substance applies to it whether it is made from natural sources or artificially. A reference to a substance applies to it when contained in any preparation, solution, admixture or natural substance.

PART I

Articles which can only be sold by retail by authorised sellers of poisons.

	Names of Poisons	*Preparations, Notes, etc.*
N.	Acetanilide.	Pulv. acetanild. co.
N.	Alkyl acetanilides.	*e.g.* Exalgine.
N.	Acetic acid, 30 per cent. or over.	Acid. acetic. glac. Acid. acetic. P.B.
	Alkaloids, the following; their salts; their derivatives; salts of their derivatives :—	
	Aconite, alkaloids of,	
S.1.	if 0·2% or over.	S.1. Aconitine. S.1. Rad. aconit. S.1. Chlorof. aconit. S.1. Ext. aconit. rad. alcoh. S.1. Lin. aconit. S.1. Tr. aconit. S.1. Tr. aconit. Fleming. S.1. Ung. aconitin.
	Apomorphine,	
S.1.	if 0·2% or over.	S.1. Apomorph. hydrochlor. S.1. Inj. apomorph. hypod. Syr. apomorph. hydrochlor.
	Areca, alkaloids of,	
S.1.	if 0·1% or over.	S.1. Nux areca. S.1. Arecoline. S.1. Arecolin. hydrobrom.
	Atropine,	
S.1.	if 0·1% or over.	S.1. Atropine. S.1. Atropin. sulph. S.1. Atropin. salicyl. S.1. Guttæ atropin. sulph. S.1. Inj. atropin. hypod. S.1. Lamell. atropin. S.1. Lin. atropin. S.1. Liq. atropin. sulph. S.1. Ung. atropin. S.1. Fol. bellad. S.1. Rad. bellad. S.1. Collod. bellad. S.1. Chlorof. bellad. S.1. Emp. bellad. S.1. Emp. bellad. vir. S.1. Ext. bellad. sicc. S.1. Ext. bellad. liq. S.1. Ext. bellad. virid. S.1. Glycer. bellad. S.1. Lin. bellad. S.1. Suppos. bellad. S.1. Tinct. bellad. S.1. Ung. bellad.
	Belladonna, alkaloids of, not otherwise included in this List,	
S.1.	if 0·5% or over.	
	Brucine,	
S.1.	if 0·2% or over.	
	Coca, alkaloids of, not otherwise included in this List,	
S.1.	if 0·1% or over.	
	Cocaine,	
S.1.	if 0·1% or over.	S.1. Fol. cocæ. S.1. Ext. cocæ liq. Vin. cocæ B.P.C. S.1. Cocaine. S.1. Cocain. hydrochlor. S.1. Cocaine eye drops. S.1. Inj. cocain. hypod. S.1. Suppos. cocain. hydrochlor.
	Codeine,	
S.1.	if 1% or over.	S.1. Codeine. S.1. Codein. phosph. Syr. codein. phosph.
	Colchicine,	
S.1.	if 0·5% or over.	S.1. Sem. colch. S.1. Rad. colch. S.1. Ext. colch. sicc. S.1. Ext. colch. acet. Ext. colch. liq. Tinct. colch. Tinct. colch. sem. Vin. colch. Vin. colch. sem.
	Conine,	
S.1.	if 0·1% or over.	Fol. conii. S.1. Conina. S.1. Ext. conii. S.1. Ext. conii. liq. S.1. Tinct. conii. S.1. Ung. conii.
	Cotarnine,	
S.1.	if 0·2% or over.	S.1. Cotarnin. hydrochlor.
S.1.	Curarine.	S.1. Curare.
S.1.	Diacetylmorphine.	S.1. Diamorph. hydrochlor.

Names of Poisons	*Preparations, Notes, etc.*
	S.1. Elix. diamorph. et pini co. B.P.C.
	S.1. Elix. diamorph. et terpin. B.P.C.
	S.1. Elix. diamorph. et terpin. cum apomorph. B.P.C.
	S.1. Linct. diamorph. B.P.C.
	S.1. Linct. diamorph. N.H.I.
	S.1. Linct. diamorph. cum ipecac.
	S.1. Linct. diamorph. et scillæ.
	S.1. Linct. diamorph. et thymi.
Ecgonine, S.1. if 0·1% or over.	
Emetine, S.1. if 1% or over.	S.1. Emetine.
	S.1. Emetin. hydrochlor.
	S.1. Rad. ipecac.
	Tinct. ipecac.
	Troch. ipecac.
	Vin. ipecac.
Ephedra, alkaloids of, S.1. if 50% or over.	S.1. Ephedrine.
	S.1. Ephedrin. hydrochlor.
	S.1. Ephedrin. sulph.
S.1. Ergot, alkaloids of.	S.1. Ergotoxine and salts.
Gelsemine, S.1. if 0·1% or over.	S.1. Gelsemine.
	S.1. Rhiz. gelsem.
	S.1. Ext. gelsem. alcohol.
	S.1. Ext. gelsem. liq.
	Tinct. gelsem.
Homatropine, S.1. if 0·1% or over.	S.1. Homatropin. hydrobrom.
	S.1. Lamell. homatropin.
Hydrastine, S.1. if 0·2% or over.	S.1. Hydrastin. hydrochlor.
	S.1. Rhiz. hydrastis.
	S.1. Ext. hydrastis liq.
	S.1. Tinct. hydrastis.
Hydrastinine, S.1. if 0·2% or over.	S.1. Hydrastinin. hydrochlor.
Hyoscine, S.1. if 0·1% or over.	S.1. Hyoscin. hydrobrom.
Hyoscyamine, S.1. if 0·1% or over.	S.1. Fol. hyoscyam.
	S.1. Ext. hyoscyam. sicc.
	S.1. Ext. hyoscyam. vir.
	Ext. hyoscyam. liq.
	Tinct. hyoscyam.
	S.1. Fol. stramon.
	S.1. Ext. stramon. fol.
	S.1. Ext. stramon. sem.
	Tinct. stramon.
Lobelia, alkaloids of, S.1. if 0·1% or over.	S.1. Lobel. inflat.
	Pulv. lobel. co.
	Tinct. lobel.
	Tinct. lobel. æther.
Morphine, S.1. if 0·2% or over.	S.1. Morph. acet.
	S.1. Morph. bimec.
	S.1. Morph. hydrochlor
	S.1. Morph. sulphas.
	S.1. Morph. tartras.
	S.1. Inj. morph. hypod.
	S.1. Liq. morph. acet.
	S.1. Liq. morph. bimec.
	S.1. Liq. morph. sulph.
	S.1. Liq. morph. tart.
	Linctus. morph. acid.
	S.1. Tinct. chlorof. et morph. co. B.P. 1914.
	S.1. Tinct. chlorof. et morph. B.P. 1885.
Narceine, S.1. if 0·2% or over.	
Narcotine, S.1. if 0·2% or over.	S.1. Narcotin. sulph.
Pelletierine, S.1. if 1% or over.	Cort. granat.
	Cort. granat. rad.
	S.1. Pelletierin. tannas.
S.1. Physostigmine.	S.1. Fab. physostigmat.
	S.1. Ext. physostigmat.
	S.1. Tinct. physostigmat.
	S.1. Physostigmin. sulph.
	S.1. Lamell. physostigmin.
Pilocarpine, S.1. if 0·5% or over.	S.1. Fol. jaborandi.
	S.1. Ext. jaborandi.
	S.1. Ext. jaborandi liq.
	Hair tonics containing tincture of jaborandi.
	S.1. Pilocarpin. hyd.
	S.1. Pilocarpin. nit.
S.1. Quebracho, alkaloids of.	S.1. Quebracho.
Sabadilla, alkaloids of, S.1. if 1% or over.	S.1. Veratrine.
S.1. Sparteine.	Excluded if under 1%.
	S.1. Spartein. sulph.
	Scopar. cacum.
Stavesacre, alkaloids of, S.1. if 0·2% or over.	S.1. Sem. staphisag.
	Ung. staphisag.
Strychnine, S.1. if 0·2% or over.	Strychnine sold for the purpose of the destruction of bacteria, fungi, insects, rodents or other vermin must be coloured with a distinctive water-soluble dye.
	S.1. Strychnine.
	S.1. Strychnin. hydrochlor.
	S.1. Strychnin. nitras.
	S.1. Strychnin. sulph.
	S.1. Ferri et strych. cit.
	S.1. Ferri et quin. c. strych. cit.
	S.1. Nux vomica.
	S.1. Ext. nuc. vom. sicc.
	S.1. Ext. nuc. vom. liq.
	Tinct. nuc. vom.
	Tinct. ignat. B.P.C.
Veratrum, alkaloids of, S.1. if 1% or over.	Excluded if in insecticide powder.
S.1. Yohimba, alkaloids of.	
N. Amidopyrin.	
N.S.1. Amino-alcohols, esterified.	*e.g.*, Novocain.
N.S.1. Amino - benzoic acid, esters of; their derivatives; esters of derivatives of amino-benzoic acid; their derivatives.	*e.g.* New orthoform.
N. Amylene hydrate.	
N. Amyl nitrite.	
N. Antimony, oxides of; antimonates; antimonites; organic compounds of antimony, S.1. if 1% or over.	S.1. Antim. oxid.
	S.1. Antim. sulphurat.
	S.1. Antim. tartarat.
	S.1. Pulv. antimonalis.
	Vin. antim.
	Oxides of antimony are excluded if in vitreous articles, glazes, pigments, paints, fillers, loading materials, matches or fireworks.
Arsenic, halides of; oxides of arsenic; sulphides of arsenic; arsenates other than those specified in Part II. of this List; arsenites other than those specified in Part II. of this List; organic compounds of arsenic, S.1. if 0·01% of arsenic trioxide.	Arsenical poisons sold for the destruction of bacteria, fungi, insects, rodents or other vermin, or as weed-killers, must be coloured with a distinctive water-soluble dye. *Note.*—This rule does not apply to sheep dips if of a distinctive colour.
	S.1. Acid. arsenios.
	S.1. Arsen. bromid.
	S.1. Arsen. iodid.
	S.1. Ferri arsenas.
	S.1. Potass. arsenas.
	S.1. Sod. arsenas.
	S.1. Liq. arsenical.
	S.1. Liq. arsen. hydroch.
	S.1. Liq. arsen. et hydrarg. iod.
	Oxides of arsenic; sulphides of arsenic; organic compounds of arsenic; arsenates; and arsenites are excluded if in vitreous articles,

Names of Poisons	*Preparations, Notes, etc.*
	glazes, pigments, paints, fillers, loading materials, matches or fireworks.
S.1. Barbituric acid; its salts; derivatives of barbituric acid; their salts; compounds of barbituric acid, its salts, its derivatives, their salts, with any other substance.	S.1. Barbiton. S.1. Barbiton sodium. S.1. Phenobarbital. S.1. Phenobarbital sodium.
S.1. Barium, salts of, other than barium sulphate and the salts of barium specified in Part II. of this List.	These are barium carbonate in articles for the destruction of rats and mice, and barium silicofluoride. Salts of barium in propellants are excluded. S.1. Barii carb. S.1. Barii chloras. S.1. Barii chlorid. S.1. Barii hypophosph. S.1. Barii nitras. S.1. Barii peroxid. S.1. Barii sulphid. S.1. Depilatories containing barium sulphide.
N. Bromoform.	
N. Butyl chloral hydrate.	
S.1. Cannabis (the dried flowering or fruiting tops of *Cannabis sativa*, Linn.); the resin of cannabis; tinctures of cannabis; cannabin tannate.	S.1. Collod. callos.
Cantharidin,	
S.1. if 0·01% or over.	S.1. Cantharides. S.1. Emp. cantharidis. S.1. Emp. cantharidin. S.1. Emp. calefaciens. S.1. Tinct. cantharidin. Tinct. cantharidis B.P. 1898. Tinct. cantharidis B.P. 1885. S.1. Cantharidin. S.1. Ung. cantharidin. S.1. Ung. cantharidis.
N. Chenopodium, oil of.	
N. Chloral formamide.	
Chloral hydrate.	Chloral camphorat. Liq. bromo-chloral co.
N. Chlorbutol.	
Chloroform, 5% and over.	Chlorof. camph. Lin. chlorof. Sp. chlorof. Tinct. chlorof. co.
N. Chromic acid; chromates; dichromates.	Excluded if in batteries or accumulators.
N. Colocynth pulp; extracts of colocynth pulp, if 50% or over.	Ext. coloc. simp.
Creosote obtained from wood, if 50% or over.	
N. Croton, oil of.	Lin. croton.
Digitalis, glycosides of, S.1. if at least 1 unit of activity (as defined in the British Pharmacopœia) in 2 grams of the article.	S.1. Digitalis pulverat. Inf. digitalis rec. S.1. Tinct. digitalis.
Dinitrocresols; dinitronaphthols; dinitrophenols; dinitrothymols.	Dekrysil.
N. Elaterin.	Pulv. elaterin. co.
Emetine bismuth iodide, S.1. if 3% or over.	
S.1. Ergot (the sclerotia of any species of *Claviceps*; S.1. extracts of ergot. S.1. tinctures of ergot.	S.1. Ergot. præp. S.1. Ext. ergot. S.1. Ext. ergot. liq. S.1. Ext. ergot. liq. ammon. S.1. Liq. ergot. ammon. S.1. Tinct. ergot. S.1. Tinct. ergot. æther. S.1. Tinct. ergot. ammon.
N. Erithrityl tetranitrate.	

Names of Poisons	*Preparations, Notes, etc.*
N. Ethyl bromide.	
N. Ethyl chloride.	
N. Formaldehyde, the polymers of, if 5% or over.	Paraform.
Glyceryl trinitrate.	Excluded if in propellants. Liq. trinitrin. Tab. trinitrin.
N. Gold, salts of; N. gold, compound salts of.	Auri chlorid.
N. Guanidine, derivatives of guanidine.	*e.g.*, Embarin.
N. Hydrobromic acid, if 9% or over.	Acid. hydrobrom. conc. Acid. hydrobrom. dil.
N. Hydrochloric acid, if 9% or over.	Acid. hydrochlor. Acid. hydrochlor. dil.
Hydrocyanic acid, S.1. unless under 0·1% HCN.	S.1. Acid. hydrocyan. dil. S.1. Acid. hydrocyan. Scheeles. S.1. Aq. laurocerasi.
Cyanides, S.1. unless under 0·1% HCN.	S.1. Cyanide gauze. S.1. Pot. cyanid. et sod. fused. S.1. Pot. cyanid. cryst. Cyanides sold for the purpose of the destruction of bacteria, fungi, insects, rodents or other vermin must be coloured with a distinctive water-soluble dye.
N. Hydrofluoric acid; alkali fluorides other than that specified in Part II. of this List; sodium silicofluoride.	Acid. hydrofluoric. dil. Ammon. fluorid. Sodium fluoride is specified in Part II.
N. Insulin.	To be labelled :—"Caution. Not to be taken except in accordance with medical advice."
N. Iodine, 3% or over.	Liq. iodi fortis. Liq. iodi simplex. Ung. iodi. Ung. iodi denig. B.P.C. Ung. iodi denig. N.H.I.
N.S.1. Lead acetates;	S.1. Plumbi acet. S.1. Liq. plumbi subacet. fort.
S.1. compounds of lead with fatty acids.	S.1. Liq. plumbi subacet. dil. (Compounds of lead in machine-spread plasters are excluded.)
Mercury, oxides of :	Hydrarg. oxid. rub. Hydrarg. oxid. flav. Oculent. hydrarg. oxid.
nitrates of mercury, S.1. if 5% or over; mercuric chloride, S.1. if 1% or over;	Excluded if as a dressing on seeds, which must be labelled "These seeds are dressed with Poison."
	S.1. Hydrarg. perchlor. Liq. hydrarg. perchlor.
mercuric ammonium chloride; mercuric iodide;	Ung. hydrarg. ammon. Hydrarg. iodid. rub. Excluded if as a dressing on seeds, which must be labelled "These seeds are dressed with Poison."
potassio - mercuric iodide, S.1. if 1% or over; mercuric oxycyanide; mercuric sulphocyanide; S.1. organic compounds of mercury.	Excluded if as a dressing on seeds, which must be labelled "These seeds are dressed with Poison."
	S.1. Hydrarg. oleat.
N. Metaphenylenediamine; its salts; paraphenylenediamine; its salts.	In most European countries the use of these substances as hair dyes is forbidden.

	Names of Poisons	*Preparations, Notes, etc.*
N.	Nitric acid, if 9% or over.	Acid. nitric. Acid. nitric. dil.
N.	Nitrobenzene.	Excluded if in soaps, boot polishes or floor polishes.
	Opium,	
S.1.	if 0·2% or over of morphine.	S.1. Opium pulverat. S.1. Emp. opii. S.1. Ext. opii sicc. S.1. Ext. opii liq. S.1. Lin. opii. S.1. Liq. opii sed. S.1. Pil. opii. S.1. Tinct. opii. S.1. Pulv. cret. aromat. c. opio. S.1. Suppos. plumbi c. opio. S.1. Pulv. opii co. S.1. Suppos. plumbi c. opio. S.1. Tinct. opii camph. S.1. Tinct. opii deodorat. S.1. Vin. opii.
N.S.1.	Ouabaine.	
	Oxalic Acid;	
N.	Oxalates.	Pot. superoxalas. Sal. limonis.
N.S.1.	Oxycinchoninic acid, derivatives of; their salts; their esters.	*e.g.*, Hexophan.
S.1.	Oxyquinolin, its salts; derivatives of oxyquinoline; their salts.	*e.g.*, Chinosol.
N.	Paraldehyde.	
N.S.1.	Phenetidylphenacetin.	
N.	Phenazone, its salts.	
	Phenols (as defined), if 45% or over; metallic derivatives of phenols, if 45% or over of phenols.	Acid. carbol. Phenol. liquefact. Lysol.
N.S.1.	Phenylcinchoninic acid; its salts; its esters; derivatives of phenylcinchoninic acid; their salts; their esters.	*e.g.*, Cinchophen.
N.	Phosphorus, yellow.	Elix. phosphor. Ol. phosphorat. Pil. phosphori.
N.	Picric acid.	
N.S.1.	Picrotoxin.	
N.	Pituitary gland, the active principles of.	To be labelled: "Caution. Not to be taken except in accordance with medical advice."
N.	Rue, oil of.	
N.	Santonin; santoninic acid; its salts.	Tabell. santonin. Tabell. santonin. co. Troch. santonin.
S.1.	Savin, oil of.	
N.	Silver nitrate.	Argent. nitras indurat. Argent. nitras mit.
N.	Sodium nitrite.	
S.1.	Strophanthus; glycosides of strophanthus.	S.1. Tinct. strophanth.
	Sulphonal; its derivatives.	Methyl sulphonal.
	Sulphuric acid, if 9% or over.	Acid. sulph. Acid. sulph. dil.
N.	Suprarenal gland, the active principles of; their salts.	To be labelled :—"Caution. Not to be taken except in accordance with medical advice." Adrenalin. Liq. adrenalin. hyd.
N.	Tansy, oil of.	
N.S.1.	Thallium, salts of.	Must be kept in a metal, glass or earthenware container impervious to the poison.
N.	Thyroid gland, the active principles of; their salts.	To be labelled :—"Poison. Not to be taken except in accordance with medical advice." Thyroideum.
N.S.1.	Tribromethyl alcohol.	S.1. Avertin.
	Ureides not otherwise included in this List, except caffeine, theobromine, theophylline, xanthin.	
	Urethanes.	
N.	Zinc chloride, except in soldering fluxes,	
S.1.	if 1% or over;	S.1. Liq. zinci chlorid.
	Zinc ammonium chloride, except in soldering fluxes,	
S.1.	if 1% or over;	
	Zinc phosphide;	
	Zinc sulphate.	

PART II.

Articles which can only be sold by retail by authorised sellers of poisons and by listed sellers of poisons. When sold by listed sellers these articles must be contained in an enclosed or sealed receptacle as enclosed or sealed by the manufacturer or other person from whom they were obtained.

	Names of Poisons	*Preparations, Notes, etc.*
N.	Ammonia, solutions of, if 5% or over.	Liq. ammon. fort. Liq. ammon. dil.
	Alkali fluorides, the following :—	
N.	Sodium fluoride.	Alkali fluorides in vitreous articles, glazes, pigments, paints, fillers, loading materials, matches or fireworks are excluded.
	Arsenates, the following	
*S.1.	Calcium arsenate.	
*S.1.	Lead arsenate.	
	Arsenites, the following:	
*S.1.	Copper aceto-arsenite.	
	Barium, salts of, the following :—	
*S.1.	Barium carbonate in articles for the destruction of rats and mice.	These articles must be coloured with a distinctive water-soluble dye.
*S.1.	Barium silico-fluoride.	
N.	Carbon tetrachloride.	*Excluded.* Carbon tetrachloride in cleansing fluids and fire-extinguishing fluids, contained in a receptacle bearing the words: "Warning. The vapour of this fluid is dangerous if inhaled, especially in confined spaces."
N.	Formaldehyde, if 5% or over.	Liq. formaldehyd.
N.	Iodine, under 3%	Liq. iodi mit.
*S.1.	Nicotine.	Nicotine in tobacco excluded.
	Phenols, as defined, if under 45%.	The following are excluded :—Phenols occurring naturally in essential oils; phenols in soaps, tooth pastes, tooth powders or disinfecting powders containing less than 5%; phenols in creosote obtained from coal tar; thymol in articles containing less than 10% of thymol.
N.	Potassium hydroxide, if 4% or over.	Liq. potass. hydroxid.
N.	Sodium hydroxide, if 4% or over.	
N.	Tetrachlorethane.	To be labelled :—"Poisonous. Warning. The vapour of this substance is dangerous if inhaled, especially in confined spaces."
N.	Trichlorethylene.	To be labelled as tetrachlorethane.
	Zinc chloride in soldering fluxes;	
	Zinc ammonium chloride in soldering fluxes.	

* Articles marked thus can only be sold by a listed seller if he carries on a regular business in agricultural and horticultural accessories and the sale is made by him or by a deputy who has been nominated by him and notified to the local authority.

Legal Reports

Venereal Disease Act, 1917.—At the Guildhall Justice Room, London, E.C., on September 18, before Alderman Sir George Wilkinson, Mr. Charles Augustus Rees, chemist and druggist, Basinghall Street, E.C.2, was summoned for having treated a patient for venereal disease, he not being a qualified medical practitioner. The defendant, for whom Mr. Walter Frampton appeared, pleaded "Not guilty." Mr. H. K. Morgan, who represented the Director of Public Prosecutions, said that a young man, whom he would refer to as "Mr. X.," who for some time had been a customer of Mr. Rees, went to him in May last, and complained of a certain local trouble. Mr. Rees examined him, put certain questions to him, and then provided him with a lotion, for which the sum of 10s. was paid. The trouble seemed to yield to the treatment at first, but in June "Mr. X." had more serious symptoms, and went again to the defendant, who supplied him with medicine, and charged him 3s. 7d. Finally "Mr. X." consulted a Harley Street specialist, who found that the young man was suffering from a serious disease, and communicated the facts to the Ministry of Health. "Mr. X." gave evidence in support of counsel's opening statement. He said that the defendant took him into his dispensary, examined him, put questions to him, and then gave him some lotion and powder. Witness handed him a 10s. note and received no change. Subsequently Mr. Rees told him he was evidently very run down, and gave him some cod-liver oil and iodex, for which he paid him 3s. 6d. or 3s. 7d. At the same time the defendant told him that if the treatment did not cure him he had better consult a doctor. This he eventually did. Dr. A. H. Harkness, Harley Street, W.1, stated that the treatment the previous witness had described as having received from Mr. Rees had undoubtedly retarded recovery. Giving evidence on his own behalf, Mr. Rees said that this was the first suggestion of irregularity that had been made against him during his fairly long career. He had never treated anyone for venereal trouble. Mr. Frampton: Had you the slightest suspicion that he was suffering from venereal disease?—No. The treatment I gave him was not suitable for that complaint in any form. I suspected that he had a tubercular tendency. Until I got these summonses I had not the slightest idea that "Mr. X." was suffering from venereal disease, and I never treated him for it. Mr. Frampton submitted that Mr. Rees had put before the Court the clearest possible defence. He (counsel) was prepared to call many witnesses as to the defendant's excellent character. Mr. Morgan: There is no suggestion on the part of the prosecution that Mr. Rees has not had a blameless record. Sir George Wilkinson (to the defendant): I have very carefully considered this case, and I consider that you have acted very foolishly in this affair. There is, perhaps, a doubt as to whether you knew you were treating this young man for venereal disease, and I am going to give you the benefit of that. The summonses are dismissed.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office

LIGHTLEY, LTD. (P.C.).—Capital £500. Objects: To carry on the business of chemists, druggists, etc. R.O.: Prince Edward Road East, South Shields.

GRENOVILLE, LTD. (P.C.).—Capital £500. Objects: To carry on business in essences, lotions, oils, soaps, cosmetics, toilet requisites, etc. R.O.: 64 Hatton Garden, E.C.1.

REGAL PHARMACY, LTD. (P.C.).—Capital £200. Objects: To carry on the business of chemists, druggists, etc. R.O.: 9B Station Approach, Richmond Road, Kingston-on-Thames.

AUTOMATIC HAIR-CREAM VENDING MACHINES, LTD. (P.C.).—Capital £100. Objects: To deal in automatic hair cream vending machines, etc. R.O.: Shepperton House, Shepperton-on-Thames.

HOLDSWORTH'S (FOLKESTONE), LTD. (P.C.).—Capital £100. Objects: To carry on the business of wholesale and retail chemists and druggists, chemical engineers, etc. R.O.: Downs Road Corner, 133 Blackbull Road, Folkestone.

MIDDLEMASS & COMPANY, LTD. (P.C.).—Capital £500. Objects: To carry on the business of manufacturing chemists, manufacturers of and dealers in glues, gelatines, sizes, gums of all kinds, chemicals, etc. T. A. D. Middlemass, The Square, Penryn, Cornwall, director.

GREENOSAN, LTD. (P.C.).—Capital £6,000. Objects: To carry on the business of manufacturers of and dealers in Greenosan tablets and other tablets and preparations, whether medicated or otherwise; to acquire the benefit of the trade mark "Greenosan" No. 531,355, registered in Class 3. Solicitors: Jones & Son, Town Hall Chambers, Colchester.

ARNOLD PRODUCTS (BOURNEMOUTH), LTD. (P.C.).—Capital £2,000. Objects: To acquire from A. L. Arnold & Co., Ltd., the sole concession for the sale rights in Bournemouth and environment and/or agreed localities, of the products manufactured by that company for the extermination of rats, mice, cockroaches, beetles and ants, and to carry on the business of wholesale and retail chemists and druggists and dealers in chemical products, vermicides, insecticides, disinfectants, etc.

ENOS PROPRIETARIES, LIMITED (Public Company).—Capital £100. Objects: To acquire and hold shares, stocks, debentures, debenture stock, bonds, obligations and securities, issued or guaranteed by any company constituted or carrying on business in the British Isles or elsewhere; to carry on business as manufacturing and general chemists and druggists, and in all kinds of pharmaceutical, medicinal, chemical, drug, toilet and industrial and other preparations and articles, etc. R.O.: 160 Piccadilly, W.1.

MONSANTO CHEMICALS, LTD.—We are advised that the subscription lists for the 400,000 5½ per cent. redeemable cumulative preference shares were closed at 9.5 a.m. on Friday, September 14, the morning of opening. Owing to heavy oversubscription letters of regret have been despatched in respect of all applications up to 250 shares and approximately 5 per cent. allotments will be made in respect of other applications made by the public.

LACTAGOL, LTD.—Report for the financal year ended June 30, 1934, shows a net profit of £3,446, compared with £3,321 for the previous twelve months. The directors propose writing off preliminary expenses, £300. A dividend on the ordinary shares of 4 per cent. is recommended. Balance carried forward, £628.

GENATOSAN, LTD.—The accounts for the financial year ended June 30, 1934, show a net profit of £50,142, compared with £59,370 for the previous twelve months. As already announced, the dividend on the ordinary shares is maintained at 35 per cent., and £5,000 is transferred to reserve. The balance carried forward is increased from £10,663 to £11,985. Annual meeting at Winchester House, E.C.2, on Tuesday, September 25, at 12.30 p.m.

Bankruptcy Report

Re Arthur Thomas Maxwell, 51 Penny Street, Lancs, trading as W. J. Lund & Co., chemist and druggist. The application for discharge herein was heard recently at the Sessions Hall, Lancaster Road, Preston, when it was reported that liabilities of £575 were returned in August 1932 with assets of £168, which had realised £215. A final dividend of 2s. 2d. in the £ had been declared. The discharge was granted, subject to suspension for three months.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values.

28 Essex Street, W.C.2, September 20

THE general trade in most markets continues fairly satisfactory with a noticeable improvement in consuming demand. Prices are being steadily maintained with some few further appreciations recorded. In pharmaceutical chemicals rather lower prices are being quoted for SANTONIN. There is a keen market for business in PHENACETIN with the English makers forcing the pace and at least one foreign source reported to be prepared to meet the market. There has been quite a good general business done in crude drugs. In these products it should be noted that in many instances spot values are rather under cost of replacement. New crop prices for shipment early next year of AGAR are reported. The small stocks of BUCHU at the source are quoted dearer for shipment. A report from the source on the CHAMOMILES crop is of interest. Norwegian COD-LIVER OIL tends to advance for shipment. DERRIS ROOT is very scarce on spot. IPECACUANHA has been selling very well and London stocks are now unusually low. New crop LAVENDER FLOWERS are offering on spot. This week we give the crop figures of CRUDE MENTHOL for this year and 1933, which confirm our report of three weeks ago of a substantial shortage. The market handling MENTHOL is firm and again slightly dearer with quite good business moving, mostly for near positions. PEPPERS are dearer and fully steady. The SEEDS markets are doing good business with most prices firm. In the WAX markets CARNAUBA has been receiving good inquiry, with shipment markets moving up. BEES' continue fully steady. With the exception of Japanese PEPPERMINT, there has been no marked developments in essential oils. A general business of fairly satisfactory volume continues. CANANGA is slightly dearer for shipment. New crop French LAVENDER continues at high figures. There has been a revival of business in LEMONGRASS, and prices are quoted dearer forward. Japanese PEPPERMINT has had a fairly good week of business, both for home trade and for the Continent. The market continues firm with shipment quoted at a premium.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	September 20	Value of the £
Amsterdam ...	Fl. to £	12·107	7·28	12/0½
Berlin	Mks. to £	20·43	12·38	12/1¼
Brussels ...	Belgas to £	35	21·05	12/0¼
Copenhagen ...	Kr. to £	18·259	22·40	24/8
Lisbon	Esc. to £	110	109¾	19/11¾
Madrid	Ptas. to £	25·22½	36¼	28/8
Milan	Lire to £	92·46	57⅞	12/5¼
Montreal ...	Dol. to £	4·86⅔	4·85½	19/11¾
New York ...	Dol. to £	nominal	5·00⅜	20/6¼
Oslo	Kr. to £	18·159	19·90½	21/11
Paris	Fr. to £	124·21	74 31/32	12/1
Prague	Kr. to £	164·25	118¾	13/6½
Stockholm ...	Kr. to £	18·159	19·39½	21/2½
Warsaw ...	Zloty to £	43·38	26⅛	12/1¼
Zurich	Fr. to £	25·2215	15·15	21/1½

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

CONDITIONS are keeping generally steady in this market. Business is well up to recent average and general in character. Phenacetin is becoming the centre of keen competition with British material leading the market.

ACETANILID.—Market steady, business small: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb., as to quantity.

AMIDOL.—Values are maintained, market dull: 56 lb., 7s. 3d.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins.

AMIDOPYRIN.—Rather more inquiry with some spot offers still under replacement cost: crystals, five cwt., 18s. 9d.; two cwt., 19s. 1¼d.; less than two cwt., 19s. 6d. per lb., with powder 2½d. per lb. extra.

AMMONIUM ICHTHIOSULPHONATE.—Business on a fair scale with values steady: one cwt., 1s. 6½d. in 14-lb. tins; 1s. 8d. in 1-lb. tins; 1s. 10½d. in 8-oz. tins, and 2s. 1d. per lb. in 4-oz. tins.

ASPIRIN.—Inquiry is quite good, with quoted prices unchanged: home trade, ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 4 lb., 3s. 2d.; 1 lb., 3s. 4d. per lb. Bulk packing free, net, carriage paid Contracts: Over twelve months, minimum, one ton; over six months, less than one ton.

ASPIRIN (TABLETS).—The wholesale scale of prices is as follows: under 5,000, 3s. per 1,000; 5,000, 2s. 11d.; 10,000, 2s. 10d.; 25,000, 2s. 9d.; 50,000, 2s. 8d.; 75,000, 2s. 7d.; 100,000, 2s. 6d.; 250,000, 2s. 5d.; 500,000, 2s. 4d.; 1,000,000, 2s. 3d.; over 1,000,000, 2s. 2d. per thousand tablets. For over one million a rebate of 1d. per 1,000 on 10 million tablets over 12 months. Wholesale distributors' prices for smaller quantities would be dearer.

BARBITONE.—Forward from the Continent is fully steady at: one cwt., 12s. 10d.; 56 lb., 13s. 2d.; smaller parcels, up to 14s. per lb., f.o.b. Continent; spot, 56 lb., 14s. 4½d.; 14 lb., 14s. 9d.; small parcels, up to 15s. per lb.

BENZONAPHTHOL.—Business on spot is dull; quoted from about 3s. 2d. to 3s. 4d. per lb., as to quantity.

BENZOIC ACID (B.P.).—A steady business with values maintained: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 2d. per lb., ex store, as to quantity.

BISMUTH SALTS.—Market continues fully steady. Carbonate, cwt. lots, 6s. 10d.; less than 8 lb., 8s. 10d. per lb.

CALCIUM LACTATE.—Inquiry is fair, market keen: spot, one cwt., 1s. 0¾d.; 56 lb., 1s. 1½d.; 28 lb., 1s. 2½d.; smaller quantities, up to 1s. 6d. per lb.

CHLORAL HYDRATE.—Makers command the home market: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 1d.; one cwt., 3s. 2d.; 28 lb., 3s. 3d.; 14 lb., 3s. 4½d. per lb.; 28 lb., jars, one penny per lb. extra.

CITRIC ACID (B.P. CRYSTALS).—Not so much seasonal business with competition keen. British material quoted at 9d. per lb., less 5 per cent. discount, nominal and without engagement. Imported at very keen figures.

CREAM OF TARTAR.—British makers are quoting 99 to 100 per cent. at 82s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers are quoting at competitive figures.

CREOSOTE CARBONATE.—Market is dull. Spot, 8s. 4d. to 8s. 6d. per lb., as to quantity.

GUAIACOL CARBONATE.—A little more inquiry. Continental prices being maintained: two cwt., 9s. 10¼d.; one cwt., 10s. 0½d.; less than one cwt., 10s. 2¾d. per lb., spot.

HEXAMINE.—Quite a fair inquiry with keen prices quoted for bulk quantities: British free-running crystals, five cwt., 1s. 8d.; two cwt., 1s. 8½d.; one cwt., 1s. 9d.; 14 lb., 1s. 11d.; smaller parcels, up to 2s. 2d. per lb.; powder, cwt. lots, 1s. 5d. and less for bulk quantities.

HYDROQUINONE.—Market has been quieter. Prices for one delivery and for contracts are unchanged.

LACTIC ACID (B.P.).—Inquiry continues on a limited scale: quantities in carboys, 1s. 4½d. to 1s. 5d.; in winchesters and bottles, 1s. 6d. to 1s. 10d. per lb., as to quantity.

METHYL SALICYLATE (B.P.).—A better inquiry is reported, quoted unchanged: ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 7d.; small quantities in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Dealers' sterling prices are unchanged; isolated offers at less: two cwt., 17s. 6d.; one cwt., 17s. 11d.; 56 lb., 18s. 4d.; small parcels, 19s. 3d. per lb.

METOL.—Market has been dull: 28 lb., 9s. 6d.; 14 lb., 9s. 9d. per lb., carriage paid. Wholesale distributors' prices for smaller quantities would be dearer.

PARALDEHYDE.—A keen market for a limited business: quantities in demijohns, 1s. to 1s. 1d.; winchesters, 1s. 4d. to 1s. 6d. per lb.; higher prices for small quantities.

PHENACETIN.—The feature of this important market is the unusually low level reached in values. British-made material is now reported to be quoted at about 2s. 9d. per lb. for good quantities, and that the home maker intends to lead the market. Some competitive sources of supply have long since given up competing, but we understand that at least one foreign source proposes to meet the market. Prices for one or two cwt. and for small parcels would range from about 3s. to 3s. 6d. per lb.

PHENAZONE.—A little more inquiry with quoted prices steady: crystals, five cwt., 10s. 7¾d.; two cwt., 10s. 10d. and less, up to 11s. 6d. per lb., with powder 2½d. per lb. extra.

PHENOLHTHALEIN.—Not much business about, competition noted: two cwt., 2s. 9d.; one cwt., 2s. 10d.; 28 lb., 3s.; 14 lb., 3s. 1d.; 7 lb., 3s. 2d.; smaller parcels, up to 3s. 6d. per lb.

PHENYL ETHYL BARBITURIC.—Dealers report business in limited quantities: quoted from 28s. 3d. to 29s. per lb., in 2-lb. bottles.

POTASSIUM PERMANGANATE (B.P.).—Dealers are doing good business, market fully steady: quantities in two cwt. drums, 9¼d.; druggists' parcels, 9¾d. to 11d. per lb., as to quantity.

QUININE SULPHATE.—Prices are steady at the recent advance: Sulphate, 2s. 1d.; bisulphate, 2s. 1d.; ethyl carbonate, 2s. 8¾d.; salicylate, 2s. 9½d.; phosphate, 3s. 2½d.; hydrochloride, 2s. 7½d.; bihydrochloride, 2s. 10¾d.; hydrobromide, 2s. 7½d.; bihydrobromide, 2s. 10¾d.; valerianate, 3s. 7d.; hypophosphite, 3s. 10¾d.; alkaloid, 2s. 11d. per oz., carriage paid on bulk quantities.

RESORCIN.—A little more inquiry; British material: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., 6s. per lb.

SACCHARIN.—Convention price for 550 is 37s. 6d. per lb., duty paid, with rebates for quantities.

SODIUM SALICYLATE (B.P.).—Inquiry is fairly good: quotations unchanged: home trade, crystals or powder, five cwt., 1s. 8½d.; one cwt., 1s. 9d.; 28 lb., 2s.; 14 lb., 2s. 2d.; 7 lb., 2s. 3d.; 1 lb., 2s. 6d. per lb.

SULPHONAL.—Occasional business close up to dealers' sterling prices: crystals or powder, two cwt., 14s.; one cwt., 14s. 5d.; 56 lb., 14s. 7d.; smaller parcels, up to 15s. 3d. per lb.

TARTARIC ACID (B.P. CRYSTALS).—British material is quoted at 1s. 0½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are offering imported material at keen prices.

THYMOL.—Some limited business reported: synthetic, fine white, two cwt., 5s. 7d.; one cwt., 5s. 9d.; 56 lb., 5s. 11½d.; 28 lb., 6s. 3½d.; 14 lb., 7s. per lb.; ex ajowan seed, one cwt., 8s. 3d.; 56 lb., 8s. 6d.; 28 lb., 9s.; 14 lb., 10s. per lb.

VANILLIN.—A fair inquiry with some competition noted: ex guaiacol or clove oil, five cwt., 13s. 3d.; one cwt., 13s. 6d.; 56 lb., 13s. 9d.; less, 14s. per lb.

Crude Drugs, etc.

A REPORT of the drug auction will be found on page 384 of this issue.

AGAR.—This market is fully steady: spot, Kobe No. 1, 1s. 11d.; No. 2, 1s. 10d.; Yokohama No. 1, 1s. 10d. per lb.; shipment, Kobe No. 1, 1s. 8¾d.; No. 2, 1s. 8½d.; Yokohama No. 1, 1s. 7¾d. per lb., c.i.f. New crop, January-March shipment, Kobe No. 1, 1s. 7½d.; No. 2, 1s. 6½d.; Yokohama No. 1, 1s. 5¼d. per lb., c.i.f.

BUCHU.—Advice from the source states that the remaining limited stocks are quoted at an advance.

BURDOCK ROOT.—Dealers are quoting root on spot at about 65s. per cwt.

CAMPHOR.—Recent advances are maintained and fair business reported: spot, slabs, 2s. 1d.; flowers, 2s. 1½d.; tablets, 2s. 5d. per lb.; shipment, slabs, 1s. 10d.; flowers, 1s. 10¾d.; tablets, 2s. 1½d. per lb., c.i.f. English refined is still unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz. and ⅓ oz. and ¼ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CASCARA SAGRADA.—Not much inquiry about: shipment new crop is steady at 32s. per cwt., c.i.f., and less for car-load lots. Spot, 1933 peel, 40s. per cwt.

CHAMOMILES.—A steady business is reported with prices well held: good white flowers, 240s. to 250s.; seconds, 220s. to 230s. per cwt. We have received the following Belgian crop report from an unofficial but reliable source:—The area under cultivation has this year amounted to 75 per cent. more than that of last year's acreage. There was an absence of rain during the critical period of the cultivation of the plants, but later some heavy rains saved a good deal of the crop. It is estimated that the total gatherings were well over that of last year.

CLOVES.—Values are about maintained on a steady market: Zanzibar, spot, 6s.; shipment, September, 6⅞d.; October-November, 6⅛d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended September 15 were *nil* and the deliveries 118, leaving a stock of 3,697. From January 1 to date landings of Zanzibar have been 4,215 and the deliveries 3,037. Landings of Madagascar for the week ended September 15 were *nil* and the deliveries 112, leaving a stock of 550. From January 1 to date, landings of Madagascar have been 296 and the deliveries 728 packages.

COD-LIVER OIL.—Bergen reports the shipment market is healthy with exports very satisfactory. There is a tendency for values to harden with finest Lofoten steam refined non-freezing medicinal oil now in the region of 90s. per barrel, c.i.f. Spot, in small lots, about 130s. per barrel, ex store, duty paid. Newfoundland, finest non-freezing medicinal oil, 132s. per barrel, ex store. British non-freezing medicinal oil, 125s. per barrel, c.i.f., London, duty free.

COLCHICUM.—Dealers quoting root at 42s. 6d. per cwt., and seed at 1s. 2d. per lb., spot.

DAMIANA LEAVES.—Small spot parcels are held for about 1s. 10d. per lb.

DERRIS ROOT.—Supplies on spot in any quantity are difficult to locate. Forward is dearer, partly on account of higher freights, with prices from 9½d. to 11½d. per lb., c.i.f.

GUM ACACIA.—Quoted values unchanged, market quiet with some cheaper spot sellers: spot, Kordofan cleaned sorts, 37s. 3d.; bleached, 70s. to 72s. 6d. per cwt.; shipment, Kordofan cleaned sorts, 36s. per cwt., c.i.f.

HENBANE.—Supplies of foreign to arrive are now quoted at 70s. per cwt., landed.

HYDRASTIS.—Business of small account; shipment steady: spot, 5s.; shipment, 4s. 6d. per lb., c.i.f.

IPECACUANHA.—The feature of this market is the unusually small stocks of Matto Grosso left on spot.

LAVENDER FLOWERS.—Some good blue French new crop are available at about 160s. per cwt., spot.

LIQUORICE ROOT.—Natural root is still slow of sale with offers at about £13 10s. per ton.

LOBELIA HERB.—Market is dull and at cheap figures: spot, 1s. 1d. to 1s. 2d. for small lots; shipment, about 9d. per lb., c.i.f.

MENTHOL.—There has been more activity in this article this week with a good demand for goods in near position. Values have again appreciated slightly. K/S brands, spot, 11s. 3d. and less for good bulk quantities; in bond, 10s. 1½d.; afloat, 10s. 1½d.; shipment, 10s. 6d. per lb., c.i.f., sellers. Japanese shippers firm at about 10s. 9d. per lb., c.i.f. Three weeks ago we reported crop shortage of the crude product, and this is confirmed by the following figures received from a reliable source:—

	1933	1934
Hokkaido district	1,370,000 kin	800,000 kin
Sambi	250,000 kin	180,000 kin
	1,620,000 kin	980,000 kin

MERCURY.—The shipment market for Spanish-Italian is steady as quoted at 56 dollars 50 cents per bottle, f.o.b. Continent. Spot, in small lots, £11 9s. per bottle, ex store.

OPIUM.—Slow of sale in this market. Second-hand spot at about 1s. 6d. per unit. Official shipment is at about 1s. 5d. per unit, c.i.f.

ORRIS ROOT.—Florentine is offering on spot from 40s. to 45s. per cwt.

PEPPER.—Values have advanced and the market is firm: Lampong, spot, 5½d.; shipment, August-October, 4 15/16d.; October-December, 5 1/16d.; January-March, 5⅜d. per lb., c.i.f. Tellicherry, spot, 5½d.; shipment, September-November, 53s. 6d., c.i.f Aleppy, spot, 5¼d.; shipment, September-October, 52s. 6d., c.i.f. White Muntok, spot, 10¾d.; shipment, August-October, 10¼.; October-December, 10⅜d.; January-March, 10⅞d., c.i.f. Delivery, October, 11½d.; January-11⅞d. per lb.

PIMENTO.—Market has again been very slow: spot, 2¾d. per lb.; shipment, October-November, 20s. per cwt., c.i.f.

RUBBER.—Slightly easier on the week, closing steadier: standard ribbed smoked sheet, spot, 7 5/16d.; October, 7 5/16d.; November, 7⅜d.; December, 7⅜d.; January-March, 7 9/16d.; April-June, 7¾d.; per lb.

SAFFRON.—Dealers' quotations are steady, business average: spot, prime B.P., 53s. 6d.; extra B.P., 50s.; super B.P., 49s. per lb., and slightly less for bulk quantities.

SARSAPARILLA.—Some business in small parcels. Jamaican grey, 1s. 5d. to 1s. 6d.; native mixed, 11d. to 1s. per lb.

SEEDS.—ANISE.—Spot, Spanish, 65s.; Bulgarian, 45s. CANARY.—Market dearer: Mayagan, spot, 19s. 6d. CARAWAY.—Dutch quoted at 36s. duty paid, and 29s., f.o.b., Holland. DILL.—Bombay, spot, is 16s. CORIANDER.—Market quiet and unchanged: Morocco, old crop, spot, 15s., duty paid; new crop, 16s., and for shipment, 10s. 9d., c.i.f., quoted. CUMIN.—Malta has all been cleared on spot. Morocco offered in small lots at 60s., duty paid. FENUGREEK.—Morocco, 12s. 6d. to 13s., duty paid. MUSTARD.—English, 23s. 6d. to 31s. per cwt., according to quality.

SENEGA.—Market remains at low figures with not much interest shown: spot, 1s. 2½d. for small lots; shipment, 1s. 0½d. per lb., c.i.f.

SHELLAC.—After further weakness the market is level on the week and is steadier: spot, standard TN orange, 93s. 6d. to 98s. 6d.; fine orange, 120s. to 150s.; pure button, 122s. 6d. per cwt. For delivery, TN, October, 93s. 6d.; December, 95s. 6d. For arrival, TN, September-October, 90s.; October, 91s. per cwt., c.i.f.

SQUILL.—Some fair white new crop is available at 24s. 6d. to 25s. per cwt., spot.

STRAMONIUM.—Dealers are offering new crop leaves on spot in the region of 55s. per cwt.

TRAGACANTH.—During the past week business has moved along quietly with prices for all grades maintained. The shortage of the fine white grades is still a feature.

VALERIAN ROOT.—Spot supplies are quoted at 60s. per cwt., with higher prices to come forward.

WAX (VARIOUS).—BEES'.—The general tone continues very steady, particularly forward; business about average: Abyssinian, spot, 102s. 6d.; shipment, 91s., c.i.f. Benguella, spot, 105s.; shipment, 88s., c.i.f. Conakry, spot, 102s. 6d.; shipment, 88s., c.i.f. Dar-es-Salaam, spot, 105s.; shipment, 97s., c.i.f. Madagascar, spot, 100s.; shipment, 82s. 6d., c.i.f. CARNAUBA: There has been a good deal of interest here this week, and the shipment market is quoted dearer and tends to move still higher. Fatty, grey, spot, 112s. 6d.; in bond, 102s.; afloat, 100s.; shipment, September-October, 100s., c.i.f. nominal. New crop offers are very restricted with October-November shipment at 92s. 6d. and November-December at 88s. per cwt., c.i.f. Chalky grey, spot, is short and firm at 105s.; in bond, 95s.; shipment, 94s., c.i.f. Primeira is running short on spot and is in good demand; quoted at 165s.; in bond, 105s.; shipment, nominal at 145s., c.i.f. New crop, October-November shipment, 140s. per cwt., c.i.f.

Essential Oils, etc.

BUSINESS has been fairly satisfactory in volume this week, and has been well distributed over the range of products. Prices are keeping up quite well. Japanese peppermint is firm and again dearer. Cananga is firmer. New crop French lavender tends to advance. Lemongrass has met with more business and is dearer.

ALMOND.—Average small business: English, cwt. lots, 2s. 6d.; smaller parcels, up to 2s. 8d. per lb. Foreign, cwt. lots, 2s. 4d.; smaller parcels, up to 2s. 7d. per lb.

ANISE (STAR).—Market continues steady but rather quiet: spot, "Red Ship," in leads, 1s. 11½d.; in tins, 1s. 10d.; in drums, 1s. 8¾d.; shipment, in leads, 1s. 10d.; in tins, 1s. 8½d.; in drums, 1s. 7½d. per lb., c.i.f.

BAY.—Occasional small inquiry with 49 to 50 per cent., 5s. 1½d. per lb.

BERGAMOT.—Shipment quotations vary a good deal here, ranging from 5s. to 5s. 6d. per lb., c.i.f., as to brand and quantity. Spot oil is available from 5s. 2d. up to 5s. 9d. per lb.

BOIS DE ROSE.—This market has been dull but prices are about steady. Brazilian, spot, 4s. 9d. to 5s.; shipment, 4s. 6d. per lb., c.i.f.

CAJUPUT.—Market is unchanged, business quiet: spot, 2s. to 2s. 3d. per lb.; green, 1s. 9½d. to 1s. 11d. per lb., as to quantity.

CANANGA.—The shipment market continues firm and is again rather dearer up to 9s. per lb., c.i.f.; spot would be 10s. and upwards per lb.

CARAWAY.—A fair inquiry, market steady: Dutch rectified, five cwt., 8s. 6d.; one cwt., 8s. 10d.; smaller quantities, up to 9s. 5d. per lb.; crude, 5d. per lb. cheaper.

CASSIA.—Fully steady; business limited: spot, 3s. 10½d. to 3s. 11d.; shipment, from 3s. 3d. per lb., c.i.f.

CEDARWOOD.—American in drums for shipment is at about 1s. 3½d. spot, and close up to 1s. 2d. per lb., c.i.f. African oil is at about level figures. Business has been moderate.

CINNAMON LEAF.—Not much inquiry for Ceylon oil with prices ranging about 2s. 9d. to 3s. per lb, as to quantity.

CITRONELLA.—A modest inquiry is being received with Java for shipment about 1s. 2½d. per lb., c.i.f. Spot, in small parcels, about 1s. 6d. per lb. Ceylon is quite steady with shipment at 1s. 0½d., c.i.f., and spot about 1s. 3½d. to 1s. 4d. per lb. for small parcels.

CLOVE.—Prices are fully steady, business fair: Madagascar, spot, 3s. 4d. to 3s. 6d.; shipment, 2s. 5d. per lb., c.i.f. English-made B.P., quoted from 3s. 6d. to 3s. 9d. per lb., and less for bulk quantities.

EUCALYPTUS.—Market has been rather slow this week: Australian, 70 to 75 per cent., 11½d. to 1s., with isolated slightly cheaper offers. 80 to 85 per cent., 1s. to 1s. 1d. per lb., landed, in fair quantities. Spanish, 70 to 75 per cent., 1s. 2d. per lb.

GERANIUM.—The shipment market for Bourbon is quite steady at 20s. per lb., c.i.f., for good quality oil; spot offers are in the region of 22s. 6d. per lb., as to quality. Inquiry continues on a small scale.

GINGERGRASS.—This market remains dull: spot, 5s. 3d.; shipment, 5s. 6d. per lb., c.i.f.

HO (SHUI).—A steady business in rather small quantities with prices from 1s. 11d. to 2s. 1d. per lb., as to quality. Shipment market is reported firm.

LAVENDER.—Advice from the source indicates that the shipment market for new crop French oil tends to be fully maintained and with the possibility of prices advancing. Some shippers are still unwilling to quote firm prices. The cheapest prices noted for good standard quality are as follows:—50 to 52 per cent., 20s. 6d.; 40 to 42 per cent., 17s. 6d.; 38 to 40 per cent., 17s. 3d.; 36 to 38 per cent., 15s. 9d.; 30 to 32 per cent., 14s. 6d. per lb., landed; other quotations are substantially dearer. Lavindin, new crop, is offered at 9s. 9d. per lb., landed. These prices are for good quantities.

LEMON.—The shipment market is rather easier with Sicilian hand-pressed quoted from 3s. 2d. to 3s. 4½d. per lb., c.i.f, as to brand; new crop oil for distant shipment mentioned up to 3s. 6d. Spot oil is at about 3s. 6d. per lb. Californian meets with some limited demand; in large drums, 1s. 10¾d.; in small drums, 1s. 11¼d. per lb., spot.

LEMONGRASS.—There has been a revival of interest in this article and a fair business is reported. Shipment is now at 3s. 2d., c.i.f., for October-November; spot, if available, would be 3s. 9d. per lb., nominal.

LIME.—A very fair business is reported with the market for West Indian distilled at 22s. to 23s. per lb., as to quantity.

MANDARIN.—Some offers are rather cheaper at about 12s. 6d. to 14s. 6d. per lb., spot. Business in small parcels.

NEROLI.—Recent values are being maintained at 14s. 6d., 16s. 3d., 20s. 6d., and 22s. 6d. per oz., as to quality.

ORANGE.—Business seems to have been slow: Genuine Sicilian nominal, with oil described as such quoted for shipment at 6s. to 7s. per lb., c.i.f.; spot values run from 6s. 9d. to 8s. 6d. per lb.; French Guinea oil is meeting with some small order business on spot with prices about 3s. 3d. per lb.; Californian is steady and in fair demand: one case 2s. 4¾d.; two or more cases, 2s. 4¼d. per lb.

PALMAROSA.—Shipment is better in the region of 5s., c.i.f., with spot oil at about 5s. 8d. to 5s. 10d. per lb., as to quantity.

PATCHOULI.—This market is fully steady, with Singapore for shipment at 6s. 2d., c.i.f., and spot about 6s. 6d. per lb.

PEPPERMINT.—With continued reports on crop shortage the shipment market continues firm and quotations are again dearer, with forward at a premium. Good business is reported for this market, and a substantial demand has been received from the Continent. Spot, 4s. 5d.; afloat, 4s. 5d.; shipment, October-December, 4s. 7d.; January-March, 4s. 7d. per lb., c.i.f. sellers. Japanese shippers firm at 4s. 8d. to 4s. 9d. per lb., c.i.f. The American natural oil in drums is still offered more freely with quotations at about 3 dollars 40 cents per lb., c.i.f. The undertone continues quite firm and a burst of business would no doubt bring about higher prices.

PETITGRAIN.—Prices are keeping steady but there may be a cheaper spot seller: spot, 4s. 3d.; shipment, 3s. 8d. per lb., c.i.f.

ROSEMARY.—Not much inquiry; market steady. Spanish, first quality, 1s. 9d.; second quality, 1s. 5d. per lb., c.i.f., for good quantities.

SANDALWOOD.—Genuine East Indian Mysore, 19s. per lb., in one-case lots. English-made West Indian, cwt. lots, 6s. 9d.; 56 lb., 6s. 10½d.; 14 lb., 7s. per lb. English-made East Indian, 22s. 6d. to 25s. per lb., as to quantity.

SASSAFRAS.—The best quality natural oil has sold up to 5s. 3d. for small lots; average quality, about 3s. 3d. per lb., with artificial oil at cheaper prices.

SPEARMINT.—Prices are keeping steady, moderate business: spot, 9s. 9d.; shipment, 8s. 10½d. per lb., c.i.f.

SPIKE.—The shipment market continues very firm with finest quality Spanish quoted from 5s. 3d. and upwards per lb., c.i.f. French oil for shipment is mentioned at 7s. 9d. per lb., c.i.f.

VETIVERT.—Some small spot orders have been done at about 32s. 6d. Shipment continues at high figures in the region of 29s. per lb., c.i.f.

WINTERGREEN.—Dealers are quoting spot at about 6s. to 6s. 6d. per lb., as to quantity.

WORMSEED.—Business has been fair with spot at about 10s. 3d. for small lots; shipment is firm at 9s. 2d. per lb., c.i.f.

London Drug Auction

Commercial Sale Rooms,
Mincing Lane, E.C.3.
September 20.

At the Drug Auction held to-day eight catalogues were submitted. The offerings covered the usual range of commodities, but the quantities available were somewhat smaller than usual, due to the absence of fresh importations, which should ultimately lead to higher prices being secured for the limited quantities now available. Aloes were quiet, with a firmer tone prevailing, especially for Curaçao, holders being very firm in their ideas. Rhubarb prices were fully maintained and a certain amount was cleared. Buchu still remains firm, and with strong advices from South Africa holders are maintaining firm prices. Dragons blood is steady and unchanged. Benzoin, Sumatra, is fully steady and a fair jobbing trade is passing privately. Senna is quiet, but is selling steadily at previous rates. Honey was rather neglected, but holders show little inclination of meeting buyers. Chamomiles are firmly held at current figures. A scarcity of Colocynth, particularly pulp, is reported. As usual, a fair amount of business is being negotiated privately following the auction.

Aloes.—Cape: A small parcel of rather ordinary quality, part drossy, retired at 35s., the better grades are fetching up to 38s. 6d. privately. Curaçao: Several parcels were offered, and a bid of 75s. per cwt. "in bond" for a lot of fairly good livery was refused.

Balsam.—Copaibæ: A parcel of five cases Para was limited at 1s. 4d. per lb. "in bond." *Tolu* was in fair supply, and in all 24 cases, of rather soft, were withdrawn without response. Peru continues firm, and nothing was included in catalogue.

Benzoin.—This article continues quite steady, with a fair business passing privately. In auction 35 cases of Sumatra were retired, good almondy seconds £7 to £7 2s. 6d., duty paid, and ordinary seconds £6 to £6 10s. per cwt. Siam: A fair selection was on offer; fine bold almonds, of good bouquet, retired at £27 10s.; medium ditto, £25; small almonds, £20; pea size, £18; grains, £15 10s. per cwt., duty free.

Buchu.—A very strong market, with shippers wanting higher prices generally. In auction only 14 bales of rounds were offered, of which three bales rather yellowish sold at 1s. 2d., whilst good green was held for 1s. 4d. Ovals, of eight bales of fair green, two bales had been sold prior to auction, the balance being held for 10d. to 10½d. per lb. Shipment offers from the limited stocks remaining at the Cape have this week been cabled at a sharp advance.

Calumba.—Twenty bags, fair to middling washed, was withdrawn at 27s. 6d. per cwt., duty free.

Cascarilla.—In all, seven bales consisting of dullish squill were withdrawn without the limit being disclosed.

Chamomiles.—A lot of five bales, of Belgium flowers, of medium quality were retired at 235s. per cwt.

Colocynth.—Only six cases of apple were catalogued, and retired at from 8d. to 9½d. per lb., according to quality. No pulp was on offer, and we understand that at present there are no supplies available on the market.

Dragons blood.—Continues to sell privately, but in auction practically nothing was sold. Fine reboiled lump was held for £26, fair reboiled £24, fair pickings £18 per cwt., all "in bond."

Eucalyptus oil.—Six drums testing over 70 per cent. eucalyptol, but not B.P., were retired at 9d. per lb.

Gamboge.—Some very fine Siam pipe was catalogued, but nothing was sold "under the hammer." For the best £14 10s. was wanted, and for slightly dark £14 per cwt. was asked, both duty paid.

Guaiacum.—In all 23 packages were offered; fine glassy was available at 1s. 9d., medium 1s. 6d., and somewhat woody 1s. 3d. per lb., all "in bond."

Gum acacia.—Only five bags of ordinary bleached were available at 62s. 6d. per cwt. The market for Kordofan remains steady, and shippers are still holding for previous rates.

Henna.—Twenty-five bales of Indian leaves were limited at from 42s. 6d. to 45s. per cwt., according to quality.

Honey.—The offerings comprised: Jamaica, 352 packages; West Indian, two packages; Salvador, 14 packages; Australian, 24 cases; San Domingo, 20 casks; Mexican, 28 cases. Whilst there was little active bidding in auction, we understand that several parcels have since been cleared.

Ipecacuanha.—In small supply, and the market generally is very firm. Four bales of ordinary Matto Grosso retired at 4s. 6d. and one case Cartagena at 3s. 8d. per lb.

Kola nuts.—Five bags of dull wormy West Indian were available at the low price of 1d. per lb.

Myrrh.—A total of thirty packages was offered, and retired as follows: Good picked Aden £6 10s.; fair Aden sorts 75s. per cwt., "in bond."

Nux Vomica.—Nineteen bags of fair Aleppy were taken out at 13s. 6d. per cwt.

Olibanum.—Sundry lots were available, but nothing sold "under the hammer."

Orange peel.—A fair business is reported privately; a considerable quantity has been disposed of since the last auction. In all, eleven cases of thin cut Tripoli, of fair bright quality, were offered and retired at 1s. 4d. per lb., duty paid. Three bales of ringlets retired at 1s. per lb.

Rhubarb.—A very good selection was on show, and of the sixty-three cases catalogued about ten cases sold; Shensi; well-trimmed of fine fracture was available at 3s. 9d., and fair pickings at 2s. 6d. Canton is very scarce and only two cases of part wormy were offered and withdrawn at 2s. 2d. High dried, flat, of rather dull fracture, retired at 1s. 9d., untrimmed horny at 1s. 6d., and rough round horny sold cheaply at 1s. 2d. per lb. all duty paid.

Sarsaparilla.—The offerings consisted of eight bales native Jamaica, six bales grey Jamaica, and seven bales Mexican, all of which retired at previous rates.

Senna.—Only small quantities were catalogued. Alexandrian: there were no really good hand-picked pods on offer, the available lots, for the most part, consisting of rather unattractive qualities. Ordinary to medium, 1s. to 1s. 11d.; manufacturing, 4d. per lb. Tinnevelly, twenty-bales were included, and five bales of small greenish sold at 2¼d. Hand-picked pods retired at 5d., and small brownish leaves at 2¼d. per lb. We understand that good hand-picked pods are selling privately at 6d. per lb.

Strophanthus seed.—A parcel of four bags, 100 per cent. Kombè, retired at 4s. 5d. per lb.

Turmeric.—A total of one hundred and seventy-two bags, consisting chiefly of Madras finger, was limited at from 18s. to 19s. per cwt. Cochin split bulbs at 15s. per cwt.

Wax.—The only offering was a parcel of Jamaica, for which £5 per cwt. was wanted. Privately, markets handling bees' and other waxes are all firm with a good business being done.

The next drug auction will be held on Thursday, November 22.

London Drug Stocks

London Stocks at August 31, 1934:—

Article		Quantity August, 1934	August, 1933
Aloes	cwt.	554	576
Cascara Sagrada	tons	86	16
Bees' Wax	packages	2,386	1,988
Japanese Vegetable Wax	cases	364	451
Camphor	packages	553	513
Cardamoms	cwt.	1,168	485
Dragons Blood	cases	201	226
Galls, China and Japan	cases	262	397
Gum Acacia	packages	7,810	7,594
Asafœtida	cwt.	59	145
Benzoin	cwt.	634	645
Olibanum	packages	466	466
Tragacanth	packages	5,180	6,368
Ipecacuanha	cwt.	84	241
Nux Vomica	cwt.	588	545
Rhubarb	cwt.	533	440
Senna	bales	5 125	5,566
Shellac	cases	304,168	39,722
Tumeric, Bengal	tons	44	44
Tumeric, Madras (other), etc.	tons	109	149

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

Ephedrine a Part I Poison in the Irish Free State

SIR,—I am directed by the Pharmaceutical Society of Ireland to call the attention of the trade to a case reported in last week's issue of THE CHEMIST AND DRUGGIST (p. 324), and to point out the necessity for treating every preparation of ephedrine as a Part I poison.

Your obedient servant,
JAMES J. KERR, M.P.S.I., P.C.,
Registrar.

67 Lower Mount Street, Dublin, C.6.

Warning to Irish Free State Wholesalers

SIR,—I have been instructed by the Council of the Pharmaceutical Society of Ireland to call the attention of the trade to the wording of Section 2 Sale of Poisons (Ireland) Act, 1870, which defines wholesale dealing as "sales by wholesale to retail dealers, in the ordinary course of wholesale dealing." The Council is advised that by "retail dealers" is meant "legal retailers." It is not legitimate therefore to sell poisons wholesale to persons who are not entitled to retail them, and the Council will take action against anyone so offending.

Your obedient servant,
JAMES J. KERR, M.P.S.I., P.C.,
Registrar.

67 Lower Mount Street, Dublin, C.6.

Frenzied Finance in Brunswick Square

SIR,—Mr. H. Gladstone Hines's article on the Brunswick Square scheme of the Pharmaceutical Society (*C. & D.*, September 15, p. 334), to which you draw (in the same issue) the attention of pharmacists, is a masterly exposure of an intolerable situation. The writer of the article is correct in his assumption that very few members have more than the haziest idea of what this grandiose scheme would mean were it allowed to go on. With Mr. Hines as leader, and the courtesy of the *C. & D.* pages for publicity, it is for the rank and file to throw in their weight and stem the tide. Blood letting has proved a futile remedy for the resuscitation of the struggling chemist. He must once and for all notify that he is financially suffering from anæmia and through every organisation connected with pharmacy broadcast "Desist." Far better had this sum in excess of estimated site value been put into the Benevolent Fund, and unless this riotous extravagance is checked there are likely to be many more applications for relief from that fund. Next we come to the staggering proposal of a £200,000 outlay. What are the pharmacists on our Council doing to safeguard the members who elected them? Again, all this glorification would cost anything from £15,000 to £20,000 for annual upkeep. We may well ask: For what? Mr. Hines does well to demand a full disclosure. It is obvious that we must organise and appoint a standing Pharmaceutical Watch Committee with full powers to delay and examine gigantic schemes and to guard the interests generally of members. I hope the "reek" from the fire kindled by Mr. Hines will spread over Great Britain and inspire the pharmaceutical body with the determination to have the facts made known and to check any squandering of pharmaceutical funds. Mr. Hines may rest assured that we appreciate to the full the unselfish task he has imposed on himself in collecting so many data and expressing his views in so clear and concise a manner. Once more the *C. & D.* has proved its inestimable value to the rank and file, and I trust that its pages have a full discussion on this extraordinary project.

Yours, etc.,
THE THISTLE (18/9).

Bonus Offer

SIR,—I have received a circular . . . setting forth a "Bonus Offer." Among the conditions of sale are: (*a*) That a 14 days' window display is given, and that (*b*) the unstamped package shall be sold only by qualified chemists. In return they offer six × 1s. 3d. size on the minimum quantity, and state that the net cost after allowing for the "bonus" is 10s. 6d. per dozen. The bonus is payment for a specific undertaking, and should not be considered in respect to the net cost of the article, which is in fact 11s. 9d. per dozen, or only 3d. a dozen less than the sundries house charge for a single package. The retailer who is not a qualified chemist is offered better terms in the same circular. True, he cannot purchase on "bonus terms"; but he is quoted at 11s. 5d. per dozen for the stamped package; less, you will observe, than the basic price of the unstamped article. If the cost of the stamp is deducted, the real price for the package is 8s. 5d. per dozen. It appears that again the chemist is having his qualification exploited to the advantage of the manufacturer. Surely if the retailer who is not a chemist is sold an article at 8s. 6d. a dozen, *plus* the cost of the stamp, those entitled to sell it unstamped should be able to purchase much more advantageously than the much vaunted "Bonus Offer." Further, if the unstamped article is sold at 1s. 3d., that is the retail price, and therefore when stamped it requires a 6d. stamp if the Excise Regulations are complied with.—Yours faithfully,

E. W. EWELL.

Dover.

Difficulties of Photographic Business

SIR,—Your correspondent "Countryside" (*C. & D.*, September 15, p. 343) complains of the present difficulties of the photographic dealer and thus raises a question of vital importance to the trade generally. With regard to the sale of cameras, my experience is that the better class of apparatus is selling more freely, the sales of box cameras are about *nil*. Irregular dealing in films appears to have increased. I understand the Photographic Dealers' Association explain that their inability to check this is due to the fact that they have been able to persuade only one manufacturer to code his film. A far more serious matter to my mind is the cutting of charges for developing and printing going on in various towns and the inability of the P.D.A. to stop this. What has become of the price-maintenance scheme launched by the P.D.A. last year; is it a fact the paper manufacturers used their influence to kill it?—Yours faithfully,

PHARMACIST (17/9).

Draft Poisons List and Rules

SIR,—I do not altogether agree with the writer of the letter on "Draft Poisons List and Rules" (p. 319). It may be true that yards of red tape will be used in tying up the pharmacist when selling a greatly extended list of poisons; but I see in this extension an opportunity for putting his house in better order and getting better prices for the poisons he sells. He will, I am afraid, learn this too late. I do not agree that the word "Poison" on, say, mercuric chloride, will lose its monitory significance when the customer finds the same word, perhaps, on a headache powder containing acetanilide. The mercuric chloride can be sold only with elaborate formalities; the headache powder will be sold without any such trouble, and the buyer is not likely to trouble about the word "Poison" upon it any more than he does now when he buys paregoric elixir. It is true that the medical man need not label medicines containing poisons with the word "Poison"; but the chemist has the same privilege if the medicine is dispensed.—Yours, etc.,

MANUFACTURER (18/9).

Driving Away Trade

SIR,—I can match the tale told by "The Thistle" (*C. & D.*, September 8, p. 319) about a lady coming direct from the doctor to the chemist, although my incident had different results financially. A lady came into the pharmacy with a bad cut on the arm from a broken window pane; after the usual first aid and bandaging, thinking it might require stitching, I sent her on to the doctor. Within an hour she was back with the information that she had been to the surgery and the doctor did not consider further treatment necessary, "but I have come back for you to bandage it up again properly, like you did at first." Net result to doctor, 3s. 6d.; to chemist, *nil*.—Yours faithfully,

FUSTAID (17/9).

Auricians

SIR,—A suggestion for a new, and hitherto unexploited, side-line for chemists is to be found in "The Lancet" of September 1 (p. 481), in an article entitled "The Treatment of Deafness." The writer describes an instrument known as the audiometer, which is used in the diagnosis and estimation of deafness in pretty much the same way as the trial case is used by the oculist or optician in estimating the errors of refraction in the eye. The patient holds an instrument similar to the receiver of a telephone to his or her ear; and from the reactions to a series of musical notes heard through this, the operator prepares an audiogram which shows the peculiar condition of the deafness revealed. From this chart it is possible for what the writer of the article calls an "aurician" to dispense the apparatus that is required, in the same way as an optician interprets the optical script and supplies the necessary spectacles. In the article the suggestion is made that the time has come for the organising in this country of a body of "auricians," to correspond to the opticians. Examination would be required, as also registration, and eventually a charter of incorporation might be obtained. There is one point that occurs to one. Practically every member of the human family requires spectacles or aids to vision at some time or other during life; but the number of deaf people, or those suffering from impaired hearing, is a comparatively small one. Still, the chemist would be a suitable person to take up this type of work.

Yours, etc.,

COUNTRY CHEMIST (17/9).

Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics

Directory Touts

Chemicus (12/9) writes:—I wonder whether your readers have been troubled with the type of gentry I have been troubled with lately. The usual procedure is to thrust a note into your hand demanding half a crown or more for inserting your name and address into some directory. The last caller was a very insolent type, and upon my refusing to pay anything used all manner of threats. Demands of this nature should always be met with a firm refusal, as all their threats are mere "eye-wash."

Knowledge in the Average Shop

Your article on "The Educational Outlook" (*C. & D.*, August 18, p. 219) draws attention to the possibility, in training a pharmacist, of producing expectations of a professional career which cannot be fulfilled. When one has been for a number of years behind the counter of an average pharmacy, and then reads the "Educational Information" printed in the same issue, the first question which comes to one's mind is how much of all this scientific knowledge actually enters into serving the public. Would it not be better to devise some system of restricting the number of entrants and to omit part of the more academic subjects, devoting more time to pharmacy and dispensing as practised in shops, to forensic pharmacy, and to business knowledge?—*Rationalise* (28/8).

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

R. C. G. (28/88).—DRY SHAMPOO.—The following are formulas for dry shampoo containing potassium carbonate:—

I	
Spirit	4 pints 5 oz.
Potassium carbonate	1½ oz.
Glycerin and borax	1½ oz.
Water ... ... to	1 gall.
II	
Spirit	4 pints 5 oz.
Potassium carbonate	1 oz.
Sodium carbonate	½ oz.
Ammonia 0·880...	3 dr.
Water ... ... to	1 gall.

C. K. (Denmark) (16/88).—(1) FIREPROOF CEMENT.—Recipes for fireproof cement are as follows:—

For Iron Pipes		*For Chemical Apparatus*	
Wrought-iron filings ...	45	Powdered glass ...	2
Clay	20	Clay	100
Fire-clay	15		
Sodium chloride solution	8		

(2) BATH CLEANSER.—The following will meet your requirements:—

Caustic soda	1 part.
Sodium carbonate, anhydrous ...	5 parts
Soap	30 parts
Pumice powder	84 parts

Other recipes are included in "Pharmaceutical Formulas" under the title "Lavatory Bowl Cleanser" (p. 518).

E. N. W. (24/8).—PRESCRIPTION CHARGE.—The following is the correct method of pricing the two prescriptions according to the *C. & D.* Retail Price List:—

	d.
Caps. quinidin. sulph. ... ... gr. v.	36·0
Mitte xxiv.	
Fee	24·0
Charge 5s.	60·0
	d.
P. scillæ, ...	1·0
P. digitalis, ...	1·0
Pil. hydrarg. ... ... aa. gr. j	2·0
Mitte xxiv	
Fee	15·0
Charge 1s. 8d.	19·0

F. L. C.—ETCHING GLASS.—A rubber stamp ink can be made with copal varnish thinned with turpentine, and this, after being applied to the glass, is dusted with ammonium bifluoride. This ink soon dries and the fluoride eats into the glass. The ordinary etching ink is equal parts of ammonium fluoride and barium sulphate made into a cream with hydrofluoric acid.

Retrospect of Fifty Years Ago

Reprinted from "The Chemist and Druggist," September 15, 1884

"Label Everything"

In the interesting history of his business which Mr. Frazer gave at the opening of his new Buchanan Street [Glasgow] premises . . . he told the following anecdote as illustrating the need of systematic caution in labelling medicines. Early one morning, when he was an apprentice in the business, and when his brothers were both at breakfast, a butler or footman applied for 3 oz. of laudanum. It need not be labelled, he said, for it was to be emptied into the medicine chest immediately. But the apprentice insisted. A quarter of an hour later the footman returned, saying it was tincture of rhubarb that was wanted, not laudanum.

We are exhibiting at
Stands Nos. 67, 68 and 82
at the
CHEMISTS' EXHIBITION
September 24 to 28, 1934

50 to 60 times more powerful in Vitamin "A" than Cod Liver Oil, also rich in Vitamin "D"

"Halibyn" is a combination of the finest Halibut Liver Oil and Malt Extract—a tonic and body builder in the purest, most potent and palatable form.
All the vitamin strength is preserved in "Halibyn" but the taste and odour of fish is eliminated.
"Halibyn" has a toffee-like flavour and is easily assimilated by children and invalids.
The pack is elegant, the profit generous and pharmacists **only** are supplied.
"Halibyn" has proved its efficacy and has exceptional sales.

Packed in 1 lb., 2 lb. and 4 lb. jars. Retail **1/4**, **2/6** and **4/6** each. Wholesale **10/9**, **20/-** and **36/-** dozen.
Capsules—boxes of 12 and 24. Retail **1/-** and **1/9** each. Wholesale **6/6** and **10/6** dozen.

Samples gladly sent on request to the sole proprietors and manufacturers

Window Display and Show Material available

NATIONAL DRUG INDUSTRIES LIMITED

INCORPORATING C. R. HARKER, STAGG & MORGAN, THOS. HODGKINSON, PRESTONS & KING, RETAIL PHARMACISTS' SUPPLY ASSOCIATION, LTD., HAYNES FINEMORE & COMPANY, BARTLETT HOOPER & COMPANY

'Grams: "Galenicals, Edo, London" **EMMOTT STREET, MILE END, LONDON, E.1** *Telephone: East 4307 (6 lines)*
Registered Offices and Showrooms: **P. & O. HOUSE, 14-15 COCKSPUR STREET, S.W.1** *'Phone: Whitehall 4558 (4 lines)*

ALKALOIDS

FINE CHEMICALS AND OPIUM DERIVATIVES

Goods covered by Dangerous Drugs Acts offered subject to all regulations

Aloin · Atropine · Bismuth Salts · Caffeine · Cantharidin Capsicin · Chloroform · Chrysarobin · Codeine · Diamorphine Emp. Canth. Liq. · Ephedrine · Ergotin · Eserine · Ethylmorphine · Gingerine · Hyoscyamine · Jalap Resin · Leptandrin Morphine · Opium · Podophyllin Resin · Salicin · Santonin Scammony Resin · Strychnine · Veratrine and other Pharmaceutical Chemicals and Preparations.

T. & H. SMITH LTD.

25 CHRISTOPHER STREET, LONDON, E.C.2

Blandfield Works, Edinburgh, 32-34 Virginia St., Glasgow

BURNSIDE'S AUSTRALIAN EUCALYPTUS OIL

(Shipped by W. K. BURNSIDE PTY., LTD., 34/36 JEFFCOTT STREET, MELBOURNE)

ALL B.P. GRADES

70/75% B.P.
A specially rectified Oil of high and very uniform Quality

Packed in Cases and Drums
STOCKS IN LONDON

80/85% B.P.
Distilled from E. POLYBRACHTEA
The finest B.P. Oil obtainable

All Grades can be relied upon to be Constant in Quality, Odour and Colour

15 PHILPOT LANE
LONDON, E.C.3

AGENTS FOR U.K.
WILSON & MANSFIELD, Ltd.
WHOLESALE ONLY

'Phone: ROYAL 4561/3
'Grams: WYFIELD, LONDON

EPSOM SALTS
Commercial and B.P. Qualities also Powdered

Glauber's Salt
Commercial and B.P. Qualities and Desiccated

Zinc Sulphate
Commercial and B.P. Qualities

Zinc Chloride
Fused, Granulated and Liquid

WILLIAM BLYTHE & CO., LTD.
Holland Bank Chemical Works
CHURCH
LANCASHIRE

Hyposulphite of Soda *Pea Crystals*

Lead Arsenate
Paste and Powder

Precipitated Sulphur

WEED KILLER

A list of our general Technical Chemicals sent on application

Kemball, Bishop

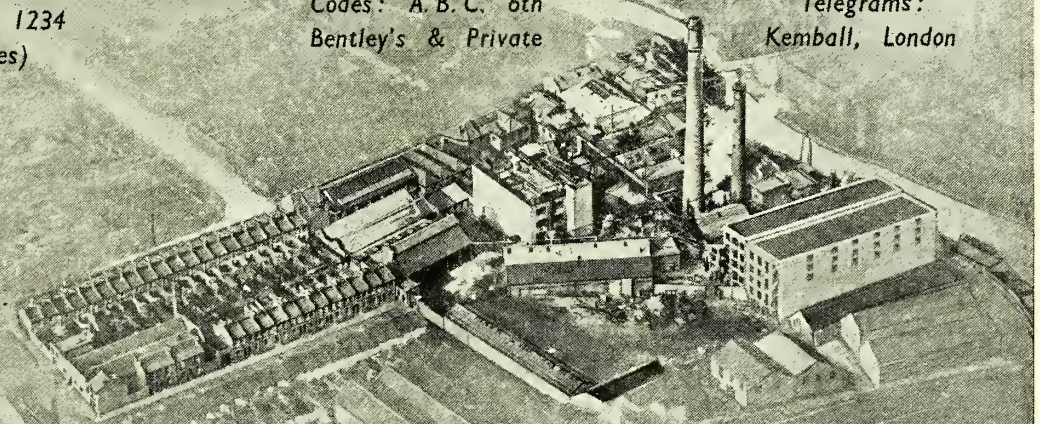
& CO. LIMITED

CROWN CHEMICAL WORKS, THREE MILL LANE,
BROMLEY-BY-BOW, LONDON, E.3

Telephone:
ADVance 1234
(5 lines)

Codes: A. B. C. 6th
Bentley's & Private

Telegrams:
Kemball, London



Manufacturers of

CITRIC ACID
TARTARIC ACID
CREAM OF TARTAR
ROCHELLE SALTS
LITHIUM CARBONATE
& HYDROXIDE
Quality Guaranteed

Established
1870

"BAYER"

PHARMACEUTICAL PRODUCTS

PRESCRIBED WITH CONFIDENCE BY THE MEDICAL PROFESSION

issued under the following Trade Marks or Brands in Original Packings as under:

'COMPRAL'

gr. 7½ (0·5g.) tablets in tubes of 10 and bottles of 50 and 250.

'ELITYRAN'

gr. ⅖ (0·025g.) in tubes of 30, and bottles of 100 and 250.

'THEOMINAL'

Tablets in tubes of 20 and bottles of 50 and 250.

'ADALIN'

Cartons, ½-1 oz. Tablets, gr. 5, bottles of 25, 100 and 250; gr. 7½, tubes of 10.

'PHANODORM'

gr. 3 tablets, tubes of 10 and bottles of 50 and 250.

'LUMINAL' and 'LUMINAL' SODIUM

The Original Product.

Cartons and bottles of ½-1 oz. Tablets, gr. ¼ to 5.

'NOVALGIN'

Bottles of ½, 1 and 8 oz. Tablets gr. 5, bottles of 25, 100 and 500.

'PYRAMIDON'

The Original Product.

Cartons, ½-1 oz. Tablets, gr. 1½ and 5.

'LACARNOL'

In drop bottles of 20 c.c. and 125 c.c. Boxes of 5 × 1 c.c. ampoules

BAYER PRODUCTS LTD. BAYER LONDON

BAYER PRODUCTS LTD.,

AFRICA HOUSE, KINGSWAY, LONDON, W.C.2

SOLAZZI

Liquorice Juice

The Chemist's Brand

Should any enquiries as to the composition of SOLAZZI be received from the Public, Chemists are requested to emphasise the fact that SOLAZZI is not included in the category of Secret Remedies, and that the following guarantee obtains with every parcel.

Solazzi Juice is guaranteed to consist entirely of the condensed extract of finest Calabrian Liquorice Root, without any admixture whatever

LIQUID PARAFFIN B.P.

PURFINOL

FINEST QUALITY—

Highest viscosity, all Gravities. Delivery made daily from stock in various packing as required. Supplied for all medicinal purposes. Guaranteed to comply with the B.P. 1932.

IMMEDIATE DELIVERIES

EXPORT

Delivery made from stock to comply with pharmacopœia of all countries.

PURFINOL LTD. ESTABLISHED 1915

Brettenham House, LANCASTER PLACE, STRAND, LONDON, W.C. 2
Telephone: Temple Bar 1318-9

We are continuously advertising

in all the medical publications

ETHER SOLUBLE TAR PASTE
"E.S.T.P."
"METHYL-ASPRIODINE"
PEPTONE "STERULES"
"STERULES" AMYL NITRITE

W. MARTINDALE
12 New Cavendish Street, W.1

'Phone : Langham 2441 'Grams : Martindale, Chemist, London

FINEST QUALITY CRUDE **IODINE** GUARANTEED NOT LESS THAN 99%

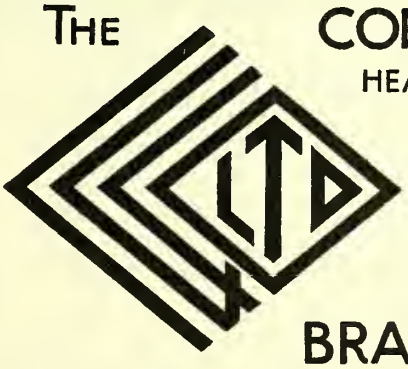
EVERY CHEMICAL & INDUSTRIAL USER SHOULD APPLY for CURRENT PRICES & CONDITIONS to

ANTONY GIBBS & SONS
22 BISHOPSGATE, LONDON, E.C.2
representing
CORPORACIÓN de VENTAS de SALITRE y YODO de CHILE
Successors to
ASOCIACION de PRODUCTORES de YODO de CHILE

Glycerine

We Supply ALL Grades for
PHARMACEUTICAL and MEDICINAL PURPOSES
MAY WE HAVE YOUR ENQUIRIES?
GLYCERINE LTD. UNILEVER HOUSE, BLACKFRIARS, LONDON, E.C.4
Telephone : CENTRAL 7474.
GET.21-256 Telegrams : "GLYMOL, TELEX, LONDON."

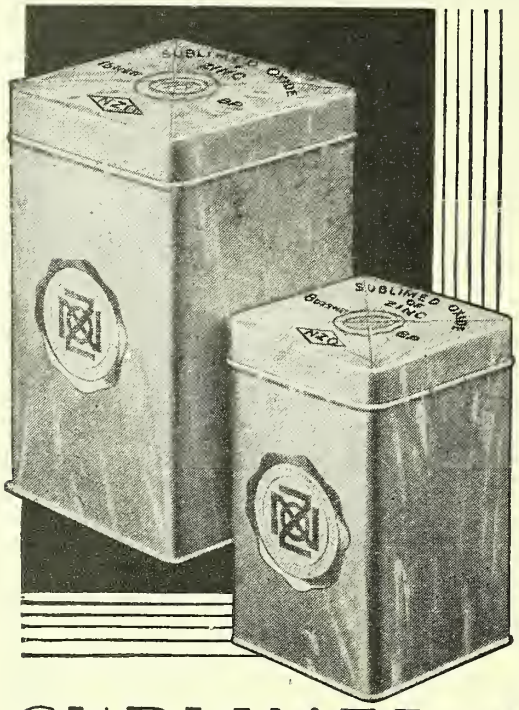
THE



CONDENSED GAS Co LTD
HEALD GROVE, RUSHOLME, MANCHESTER, 14.

DRY GAS IN DRY CYLINDERS
Nitrous Oxide. Oxygen.
Carbon Dioxide.
Mixtures of Oxygen and Carbon Dioxide

BRAND OF MEDICAL GASES



PRESCRIBED by the medical profession . . . an important cosmetic basis . . . Oxide of Zinc is now available in attractive and convenient tins which will prove popular with the public and profitable to retailers.

"N.Z.O." oxide of zinc is a simple and effective treatment for cuts, burns, scalds, eczema, ulcers, etc.; it is a valuable application for sunburn, tender feet, redness of skin, etc.

Used in a very simple way during shaving, it ensures the smoothest and cleanest shave possible, and has a beneficial effect on the skin.

An attractive booklet, giving applications and methods of use, is enclosed with every package, and ample publicity is arranged. For details and prices apply to the manufacturers.

N.Z.O.

SUBLIMED OXIDE OF ZINC

THE NEWCASTLE-UPON-TYNE ZINC OXIDE COMPANY LTD., BIRTLEY, CO. DURHAM, ENGLAND.

Famous German Remedies

PANCRESALETS	Activated Hormone-tablets in Diabetes
DORMALETS	Sedative and Hypnotic in Insomnia.
QUINTONALETS	Specific against Head-ache, Neuralgia.
LEANOGEN	Dragées against Cor-pulence and Obesity.
VIRILINETS	Hormone - tablets in Premature Ageing.
FERTILINETS	Hormone - tablets in Climacteric disturb-ances.

SOLE AGENT (Manufacturer) for England WANTED

Deposits and Representatives in

Batavia, Beyrouth, Bombay, Cairo, Calcutta, Colombo, Georgetown, Harbin, Istanbul, Zanzibar, Lahore, Los Angeles, Manila, Melbourne, Montreal, Paris, Rangoon, South Africa, Singapore, Toronto (Canada), Jaffa.

Dr. RICHARD WEISS, Manufact. Chemist, BERLIN, N.W.7

Ergoapiol-(Smith)

REG. U. S. PAT. OFF. & FOREIGN COUNTRIES

CONSTANT prescription demand is assured by our continuous and extensive advertising campaign. ERGOAPIOL should be maintained at all times.

An adequate stock of ERGOAPIOL should be maintained at all times. Supplied only in packages of twenty capsules each.

For the mutual protection of the ethical pharmacist, the physician and our product, the initials "MHS" are embossed on the inner surface of each capsule, visible only when capsule is cut in half at seam as shown.

MHS

MARTIN H. SMITH COMPANY
NEW YORK, N.Y., U.S.A.

THOS. CHRISTY & CO., LTD. OLD SWAN LANE, LONDON, E. C. 4
Agents for Great Britain and Ireland

CAVENDISH CHEMICAL CO. (New York) Ltd.

137 Regent Street, London, W.1

ATOCIN tablets for Rheumatism, Lumbago, &c.
BISMOLAN suppositories and ointment.
CAVODOL Cod Liver Oil Compound tablets.
CAVODOL Cod Liver Oil Extract tablets with Iron and Colloidal Copper.
ELIXER NEUROGENIC (Cavendish) Tonic.
LIPOLYSIN tablets and ampoules.
LECITHIN-YOHIMBIN tablets and pills.
PANCRESALETS for Diabetes Mellitus.
TESTOGAN and **THELYGAN** tablets and ampoules.
YOHIMBIN tablets and ampoules.

Literature and further information on request.

Arthur H. Cox & Co., Ltd.,

Brighton

extend a cordial invitation to

Home and Overseas Buyers

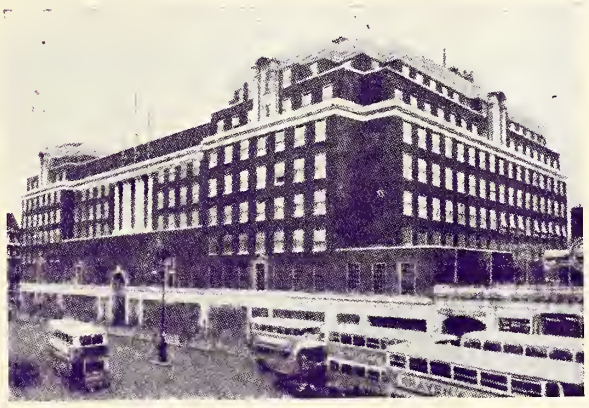
to inspect their products at

British Industries House,

Medical Section,

Marble Arch, LONDON

When in London for the Chemists' Exhibition, take the opportunity of inspecting the home of Empire Buying



BRITISH INDUSTRIES HOUSE

SHOW ROOM NO. 1
Medical Section,
British Industries House,
Nr. Marble Arch

THIS YEAR
VINOLIA
CHRISTMAS GIFTS
WILL SELL
TO MORE AND MORE OF YOUR IMPORTANT CUSTOMERS

Many new-style Presentation Caskets

New attractively-coloured Containers

Dainty Gifts to suit every purse

The special new range of Vinolia Christmas Gifts is going to attract even more attention than in previous years—and attract and satisfy more customers too. It will pay you to make a special Christmas display of these attractive quick-selling lines. Their appeal is irresistible.

Make the first move towards a profitable Christmas by writing at once for the complete illustrated list or for the representative to call.

Detailed list on application

VINOLIA CO., LTD., BEBINGTON, CHESHIRE

VT 120-29

A SURE MARKET

FOR

BEAUTY and TOILET REQUISITES

The engaged girl and the young wife — these are the women who are most fastidious about their personal appearance and the beauty and comfort of their homes. These are the women who are the best customers for Cosmetics, Scents, Toilet Soaps — in fact anything that will aid them in the important business of personal charm.

These are the women who read MODERN WEEKLY — women of the middle class who move in a social circle where appearance counts for much. Their constant aim is always to look their best and they rely on MODERN WEEKLY to help them. Evidence of this is the thousands of letters received by the Beauty Editress seeking advice and guidance. And each of these letters is answered, invariably with a recommendation to buy.

In the readers of MODERN WEEKLY you have a sure market for all Beauty and Toilet Requisites.

and here's a chance to prove it —

£25 PER PAGE

You could not have a better opportunity to test this splendid "puller" than is presented with the

TWO SPECIAL GIFT NUMBERS

of

MODERN WEEKLY

dated

OCTOBER 27 and NOVEMBER 3

PRESS DAYS — SEPT. 28 and OCT. 5

These two issues will be well advertised in the National Press and it is confidently anticipated that the circulation will be over

160,000

COPIES WEEKLY

CONSULT YOUR ADVERTISING AGENT NOW ABOUT MODERN WEEKLY.

Specimen copy and full particulars will gladly be supplied on request to:

CHAS. E. MANDER,
Advertisement Manager,
THE AMALGAMATED PRESS Ltd.,
The Fleetway House, Farringdon St., E.C.4.

Two Outstanding Christmas Lines

The Make-up Kit to sell at 2/-.

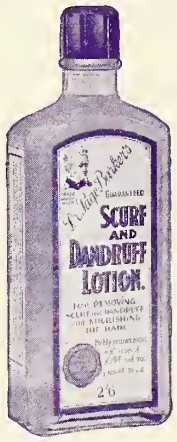
Here are two outstanding Outdoor Girl Gift selections. So attractive that they will literally sell on sight. Each contains the prime essentials of the modern woman's make-up in particularly pretty boxes. The Make-up Kit contains one 6d. size each of Face Powder, Bakelite Rouge, Lipstick and Perfume and retails at 2/-. The Beauty Ensemble comprises a 1/- box of Powder, 1/- hinged "one hand" Lipstick and 1/- Rouge Compact with mirror and puff complete — three 1/- lines to retail at 2/6d.

You will find these Outdoor Girl Selections among this season's most popular lines so make sure of your stocks to-day.

CRYSTAL PRODUCTS CO. LTD.
32 City Road, London, E.C. 1

The Beauty Ensemble to sell at 2/6.

OUTDOOR GIRL
Olive Oil
BEAUTY PRODUCTS



Dr Page-Barker's
SCURF & DANDRUFF LOTION
THE GUARANTEED SPECIFIC

A **cast-iron Guarantee** with every Bottle

18/- per dozen. 2/6 P.A.T.A.

Larger Sizes—28/- and 36/- per dozen

With every order for three dozen you get a bonus of three 2/6 bottles and smart showcards.

Dr. PAGE-BARKER'S SCURF and DANDRUFF POMADE

Specially prepared for DRY SCALPS.
1/6 size 10/- doz. 2/6 size 15/- per doz.

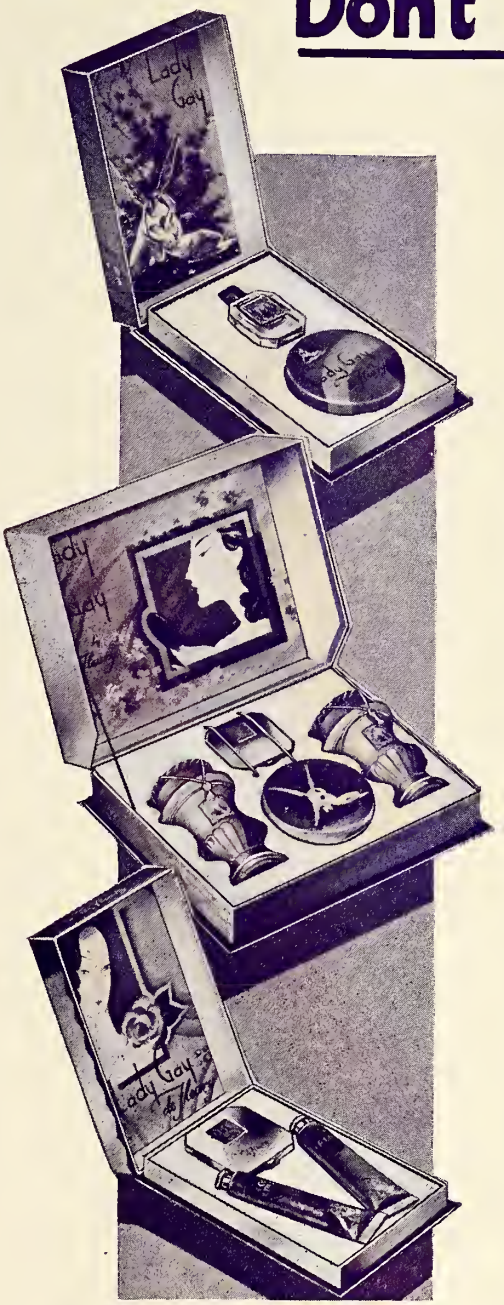
WRITE FOR EXPORT TERMS

THOS. CHRISTY & CO., LTD.

4-12 OLD SWAN LANE, LONDON, E.C.4.

You want quick sellers for Xmas.

Don't buy until you see ours



Lady Gay

We are offering this year Lady Gay Quality Gift Sets that will prove the biggest counter attractions and quickest selling lines ever put on the market.

Lady Gay Gift Sets are exquisitely presented, charming in design, perfect in every detail and so reasonably priced as to suit every purse. Wonderful value to sell at sight. There are also practical gifts that every man will appreciate. Send to-day for our special lists or see representative samples before placing your Xmas orders.

Parfumerie de Fleury
Rawdon, Leeds

A big event in Shaving history

THE NEW

SIRAMA

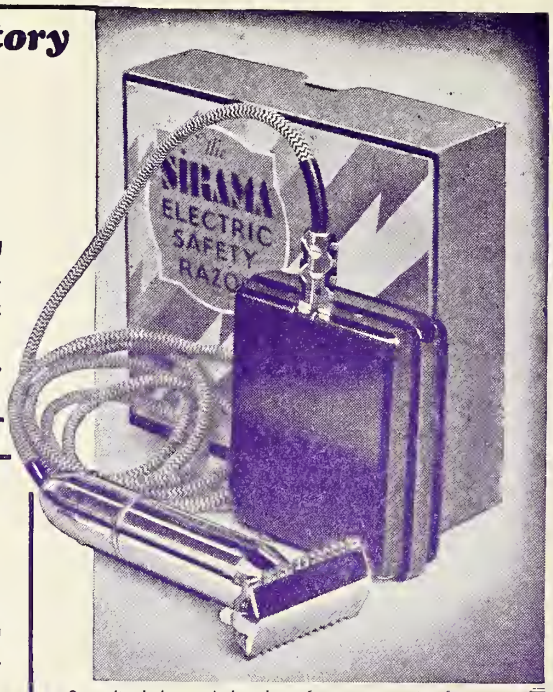
ELECTRIC SAFETY RAZOR

Operated by a precision motor in the handle giving a vibratory movement to the blade, avoiding drag.

The current is supplied by a pocket battery which lasts about three months. Any type of 3-hole or slotted blade can be used.

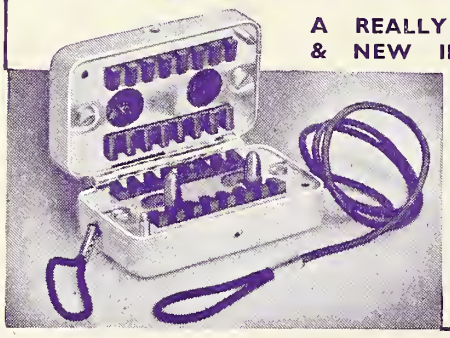
Nationally Advertised. Sales certain.

Retail 25/- Liberal Trade Terms.



The SIRAMA SHARPENER

A REALLY EFFICIENT & NEW INSTRUMENT



Sharpens all edges at once. Takes all types of 3-hole or slotted blades.

SOUNDLY CONSTRUCTED AND BEAUTIFULLY FINISHED.

Retail 10/- Liberal Trade Terms.

Supplied through leading factors or write for

Full details and Leaflets from

SIEMENS - SCHUCKERT (Gt. Britain) LIMITED

34 NEW BRIDGE ST., LONDON, E.C. 4

Telephone: Central 8461

(1

PROVED PROFIT GETTERS!

A RAZOR WITH STRONG SELLING POINTS

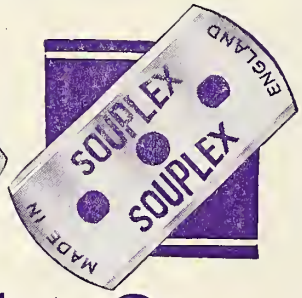
The Patented COMBLESS Safety Razor

This razor is an advance on all existing types. The Combless Guard and the "safety cones" give a smoother shave and keep the blade edge keen. Those who use it recommend it to their friends. *Awarded Gold Medal at the International Exhibition of Inventions.*
SOUPLEX SET chromium plated in Bakelite Box with Souplex blades. Retail price 2/6.
DOUBLE SIX SET with multi-coloured bakelite handle in Cardboard box with Double Six blade. Retail price 1/-.

SOUPLEX

The Steady Selling SOUPLEX BLADE

The best twopenny blade on the market. Sells consistently. There's no fear of selling a poor blade if you sell Souplex.



Sells at 2d. each

Made by SOUPLEX LTD.
MORECAMBE

The Ever Popular DOUBLE SIX

The blade that took the low price market by storm. Only a more expensive blade could give better service. A popular blade with a popular name at a popular price.

Sells at 1d. each

BRONNLEY'S

English Fern

TOILETRIES OF QUALITY

On this page is illustrated a selection of Gift Sets in Bronnley's English Fern Perfume —an exclusive scent which has achieved great popularity during the past year.

PLEASE APPLY FOR AN ILLUSTRATED PRICE LIST OF BRONNLEY'S TOILETRIES FOR THE COMING SEASON

ENGLISH FERN PERFUME

No. 511

In three sizes. Each in an attractive box.

½ oz.	1 oz.	2 oz.
36/-	64/-	120/- per doz.
5/-	9/-	16/- each retail.

ENGLISH FERN BEAUTY SOAP

No. 1002

3 tablets delicately perfumed soap in attractive box.

20/- per doz. boxes. 2/6 per box retail.

ENGLISH FERN MINIATURE PERFUMES

In dainty bottles with gilt caps. Each in a box. 24/- per doz. 3/- each retail.

TOILETRIES DE LUXE

No. 28

Containing 1 bottle Hand Cream in fancy bottle with gilt cap, and 2 tablets Toilet Soap, cellophane wrapped.

28/- per doz. 3/6 each retail.

ENGLISH FERN BATH SALTS

In 14 oz. and 26 oz. bottles.

14 oz.	26 oz.
18/- per doz.	26/- per doz.
2/6 each retail.	3/6 each retail.

ENGLISH FERN SET

No. 33

Containing 1 bottle Talcum Powder, 1 tablet Toilet Soap and 4 bath cubes, all in the English Fern odour.

28/- per doz. 3/6 each retail.

H. BRONNLEY & CO., LTD., LONDON, W.3

Multiply sales of ANZORA by three *this Christmas!*

You'll sell three times as many bottles of Anzora this Christmas. For Anzora have packed their three big selling lines, in new, attractive bottles — Cream, Viola and Brilliantine — into one attractive casket to appeal especially to the Christmas Gift Trade. This Anzora Gift Casket is one of the finest Christmas sellers because it solves, in an economical way, the problem of what to give a man. Make a prominent display of these attractive Gift Caskets—for they are the very things to attract the wandering eye of the searcher after Christmas Presents.

These Anzora Gift Caskets are priced to retail at **4/-**. Trade Terms **32/-** a dozen.

The Present that Millions of Men Want

ANZORA

MASTERS THE HAIR

ANZORA PERFUMERY CO. LTD., LONDON, N.W.6

KENT

"PEDIGREE" BRUSHES

"PEDIGREE" SHAVING BRUSHES

Selling price to public :—
"POPULAR" 4/9, 6/9, 8/9
"STANDARD" 6/9, 12/9, 15/9

In white and coloured handles packed in transparent container as illustrated.

"PEDIGREE" TOOTH BRUSHES

Pure Bristle. Range of twelve in coloured and bone handles. Attractive Display Stand supplied.

Selling price to public :—

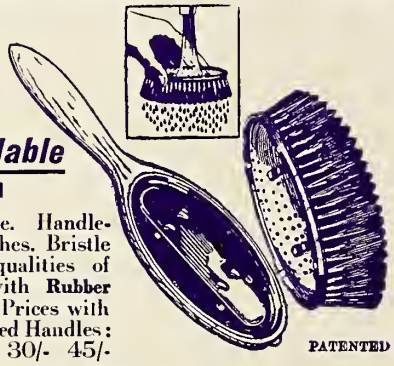
9d.	1/-	1/3
1/6	1/9	2/-

KENT-COSBY

Hygienic Refillable

HAIRBRUSH

Also in Military Shape. Handle-backs in various finishes. Bristle Refills in various qualities of pure bristle, also with **Rubber Cushion Base.** Retail Prices with Satin Finish or Coloured Handles: 7/11, 12/6, 18/6, 30/- 45/-



PATENTED

ATTRACTIVE MODERN LINES SHOWING GOOD PROFITS

Ordinary standard lines in Best British Hair, Tooth, Nail, Shaving, Bath Brushes, etc., obtainable as usual on same terms at same prices.

WRITE FOR FURTHER PARTICULARS, TRADE TERMS AND SAMPLES.

G. B. KENT & SONS Ltd.
75 FARRINGDON ROAD
LONDON E.C.1

MAKERS OF BEST BRITISH BRUSHES SINCE 1777

ENTERPRISE — PROGRESS ! !

IMPORTANT NOTICE TO THE TRADE

Announcing the opening of

SPENCER BROTHERS

NEW SHOWROOM

at

A section of the showroom.

BANGOR HOUSE, 66-67 SHOE LANE, HOLBORN CIRCUS, LONDON, E.C.4

(opposite our Warehouse at Nos. 39 and 40)

Another section of the showroom.

For Xmas Gift Lines in

Powder Puffs.
Perfume Sachets.
Toilet Holdalls.
Pot Pourri and Lavender.
Novelty Face Cloths.
Fancy Toilet Goods, etc.

Keen trade buyers know that for presentation, quality, price and service SPENCER BROS. are second to none in the trade. Our growing business speaks for itself.

When in London visit Spencer Bros. Showroom

Spencer Bros.—The Leading Manufacturers of Toilet Requisites

C. J. SPENCER, LTD.

LA REINE DES CRÊMES

SPECIALITIES OF DISTINCTION AND REPUTE

FACE CREAMS
- LA REINE DES CRÈMES — *THE QUEEN OF CREAMS.*
- LA REINE DES CRÈMES (Red Band). Special for greasy skins.
- LA REINE DES CRÈMES — (Green Band). Unscented.
- MOUSSE DE FLEURS — all flower perfumes.
- VELOUTÉ DE PÊCHE — white or salmon.
- MAURESQUE - SUNTAN

FACE POWDERS
- LA REINE DES POUDRES
- LA REINE DES CRÈMES POWDER
- LA REINE FLO

From your wholesaler or from

J. LESQUENDIEU, Mount Pleasant, ALPERTON, WEMBLEY, MIDDX.

"WARDONIA"

1

2

The Trade's leading lines for Christmas

Year after year the new Wardonia Razor Sets create record sales—not only at Christmas but the whole year through. Send your order NOW for the world famous Wardonia Razors and Blades.

1 The "Pilot" Set comprises razor and 4 blades in bakelite case. Compact and handy for pocket. Retail price **2/6**

2 The "National" Set comprises razor and 4 blades in smart imitation lizard-skin covered case. Lined throughout with fine sateen. Retail price **2/6**

3 The 5/- "Golden Arrow" comprises Walnut-shade razor and 10 blades in gilt containers to match razor-head. Retail price **5/-**

TRADE DISCOUNTS
One doz. lots and upwards, less 33⅓%
BLADES
20/- per box of 120

3

THE WARDONIA NEW
BARREL-HOLE BLADE

WARDONIA BARREL-HOLE BLADE
The perfect blade for 3-peg razors. Satisfied users in all parts of the world write expressing their appreciation of its wonderful shaving powers and long life.
Retail **4 for 1/-**

Sole Makers :—
THOMAS WARD & SONS LTD., Wardonia Works, Sheffield, 1, Eng.

Christmas Gifts & Coffrets

by

RICHARD HUDNUT

● THREE FLOWERS
No. 395. Face Powder, Perfume. 4/3 each. Trade 36/9 per doz.

● NARCISSE
No. 475. Face Powder, Talcum, Perfume. 6/- each. Trade 72/- per doz.

● GEMEY
No. 480. Face Powder, Perfume. 6/- each. Trade 51/9 per doz.
No. 481. Face Powder, Tube Vanishing Cream, Tube Cleansing Cream, 3/6 each. Trade 30/3 per doz.

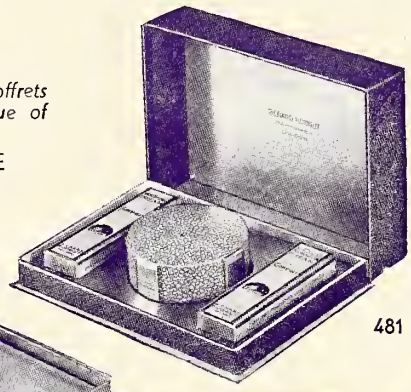
● DUSTING POWDERS
No. 375x. Three Flowers, Narcisse. 4/- each. Trade 34/6 per doz.
No. 20x. Gemey. 4/6 each. Trade 38/6 per doz.

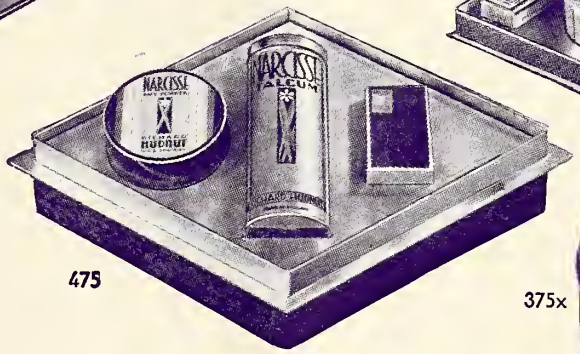
480

395

These beautiful coffrets are priced at value of contents only.

NO CHARGE FOR BOXES


481



475

375x

PERFUMERS, LONDON, 302 GRAY'S INN RD., W.C.1

TELEPHONE: TERMINUS 3166 TELEGRAMS: HUDNUT, KINCROSS, LONDON
CABLES: HUDNUT, LONDON

PARFUMERIE L. T. PIVER

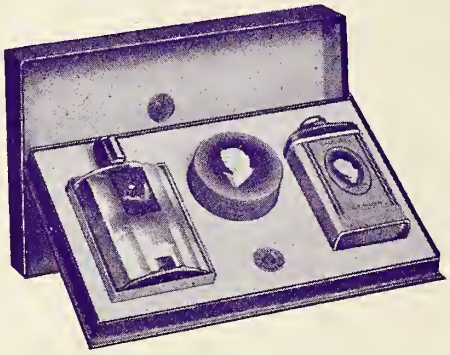
PARIS

world-renowned perfumers for over 200 years, now manufacturing in LONDON in order to meet the particular requirements of the ENGLISH market, wish to draw the attention of their innumerable friends in the trade to their

CHRISTMAS PRESENTATIONS

Parfum Mattever Presentation
De Luxe No. 5575
68/- per doz.
Retail 8/6 each

Parfum d'Aventure Presentation
De Luxe No. 5381
80/- per doz.
Retail 10/- each

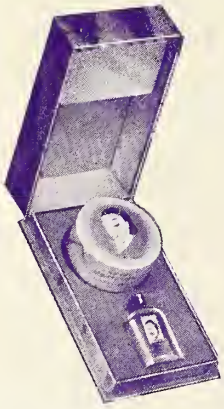


Coffret Special
1 large box Poudre Mattever, 1 fancy tin Talcum Mattever, 1 Eau de Cologne aux fleurs Lily of the Valley. 56/- per doz.
Retail 7/- each

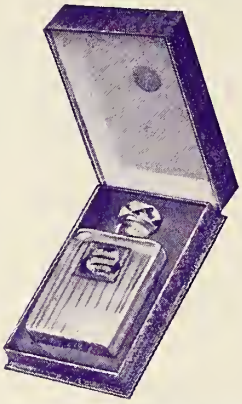
Coffret Mattever No. 3
1 medium box Poudre Mattever, 1 Parfum Mattever and 1 gilt Lipstick. 28/- per doz.
Retail 3/6 each

Coffret Aventure No. 3
1 medium box Poudre Aventure, 1 Parfum d'Aventure and 1 gilt Lipstick. 28/- per doz.
Retail 3/6 each

Coffret Cologne aux Fleurs No. 5412
Obtainable in Lily of the Valley, Violet, Jasmine, and Lilac. 28/- per doz.
Retail 3/6 each



Coffret Mattever No. 4
large box Poudre Matteve and 1 Parfum Mattever
24/- per doz.
Retail 3/- each



Coffret De Luxe No. 973
Obtainable in Trèfle Incarnat, Pompéia and Floramye.
116/- per doz.
Retail 14/6 each

Parscent Limited

Duke's Road, Western Avenue, Acton, London, W.3

Sole Concessionaires in United Kingdom for

L. T. PIVER

PARIS

Caskets containing

6 Cakes of Golden Glory. Retailing at 3/-.

Pears Golden Shaving Stick and Brilliantine 2/6

3 Scented Soap Cakes 2/6

2 Cakes of Golden Glory and flacon of Pears Eau-de-Cologne or Lavender Water 2/6

Pears Jif Shaving Cream and High Grade Shaving Brush (containing Styptic Block in Handle) 5/6

A neat descriptive price ticket goes with every casket.

The surest sellers of all

Here are the surest sellers of all Christmas gifts—articles that everyone knows and everyone is glad to receive — packed in exquisite caskets which make them perfect Christmas gifts. The caskets have a rich, metallised crêpe-effect covering in gold and brown, and are easily the finest that even Pears have ever offered. Quantities are naturally limited and early ordering is essential.

Pears

A. & F. PEARS LTD. ISLEWORTH MIDDLESEX

TP. 132/29

CHRISTMAS COFFRETS

Evening in Paris

More beautiful than ever before . . . inviting, smart, extremely chic! Buyers of Christmas presents will find these exquisite Coffrets simply irresistible.

BOURJOIS

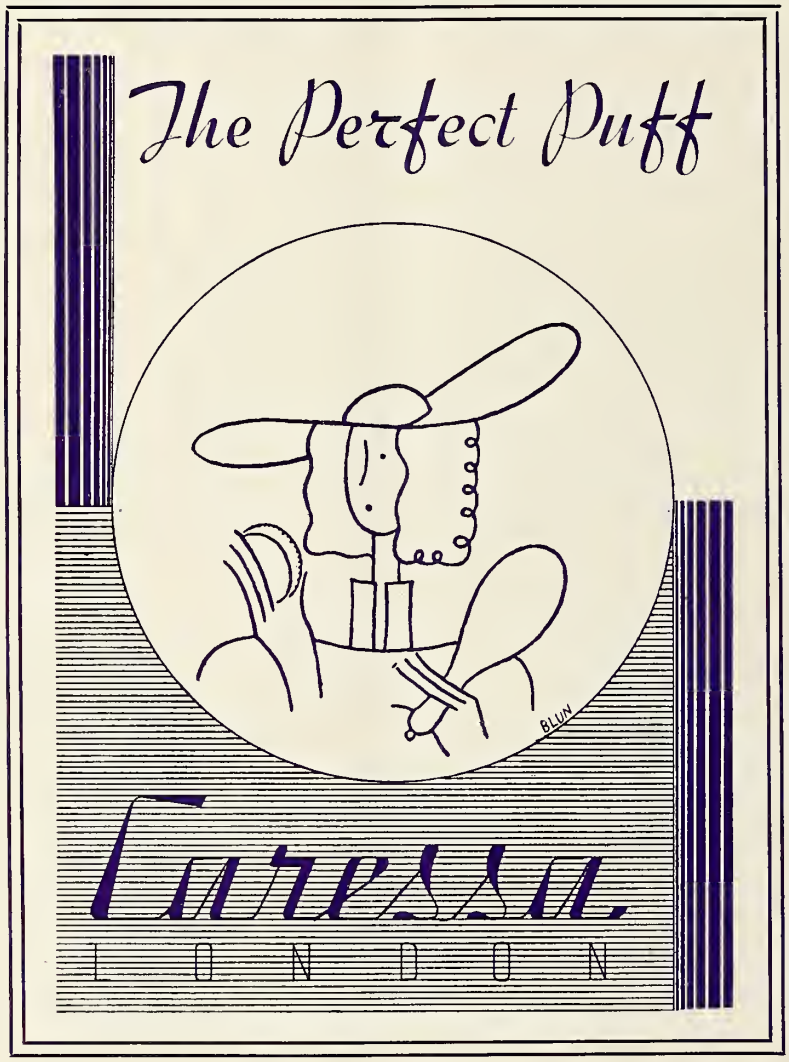
BOURJOIS LTD., Head Offices, Factory and Laboratories: QUEENS WAY, CROYDON, SURREY.

BETTER THAN EVER !

The very latest and daintiest caskets provide perfect settings for the "Evening in Paris" blue and silver packing. The novel "Christmas Bell," containing either "Evening in Paris" or the new "Fiancée" Perfume, will be a great attraction. A show-card, as illustrated, has been designed for its display. If you have not already received the special folder fully illustrating and describing Bourjois Gift Coffrets, send for a copy at once —and learn how Bourjois can beautify your windows this Xmas.

BOURJOIS

London Showrooms: STANDBROOK HOUSE, 2-5, OLD BOND STREET, W.1



We have the pleasure in announcing our range of high-class POWDER PUFFS.

Rouge — Compact — Sifter — Velour — Wool — Fur and Swansdown Puffs — Poudriers and Handkerchiefs

are offered in a wide range of modern designs and packings.

We cordially invite customers to apply for samples either direct or to

A. De St. DALMAS & CO. LTD., JUNIOR STREET, LEICESTER
who act as agents for the Provinces.

CARESSA POWDER REQUISITES LTD.

BELSIZE ROAD, LONDON, N.W.6

Telephone: Maida Vale 1928

NOW—in time for your Christmas trade

PALMYRE ROTHSCHILD

presents her

LIQUID BEAUTY PREPARATIONS

NEW BOTTLES in brand new dress **NEW LABELS**

the most modern form of Beauty Culture

LOTIONS INSTEAD OF CREAMS

now made even more alluring—even easier to sell—by the new beauty of its containers. For something rather special yet quite inexpensive see that you have a stock of Sadko Gift Caskets—the sort of present every woman would rejoice to receive.

PALMYRE ROTHSCHILD'S

(SADKO)

LIQUID BEAUTY CULTURE

Telegrams: Sadko, Wesdo, London

Sadko Beauty Preparations Limited
475 OXFORD STREET, MARBLE ARCH, LONDON, W.1

Telephone: Mayfair 2757

New Displays to help you sell MORE PIFCO lamps and torches this season

Carton containing twelve Bijou Torches, all Bakelite, in attractive colours. Complete with Bulb and Battery. Price 1/-

Bright, cheerful cartons for your counter. Ready sellers in gloomy weather. Pifco Torches and Miniature Pocket Lamps will sell themselves in these new display packings.

Carton containing twelve SNAPIT Miniature Pocket Lamps in all Bakelite, various attractive colours. Complete with Bulb and Batteries (Bijou Unit Cells). Price 1/-

Write for new Season's General Catalogue and Terms.

PIFCO

Announcement of PIFCO LTD., SHUDEHILL, MANCHESTER and 150 Charing Cross Road, London, W.C. 2

"VAREEN"

LIQUID NAIL POLISH

Favourite Colours:
Natural, Rose, Deep Rose, Pale Coral, Coral, Lake Red, Red, Dark Red, Pearl, Rose Pearl, White, Orange, etc.

NAIL POLISH

1/- size	..	7/6 doz.
1/6 ,,	..	10/6 ,,
2/6 ,,	..	16/- ,,

POLISH REMOVER

1/- size	..	7/6 doz.
1/6 ,,	..	10/6 ,,

CUTICLE CREAM

1/- size	..	7/6 doz.
1/6 ,,	..	10/6 ,,

"VAREEN" Nail White Pencil which is also an effective Cuticle Remover 1/- size 7/6 dozen

(FROM YOUR WHOLESALER)

VAREEN LTD., LONDON, W.11

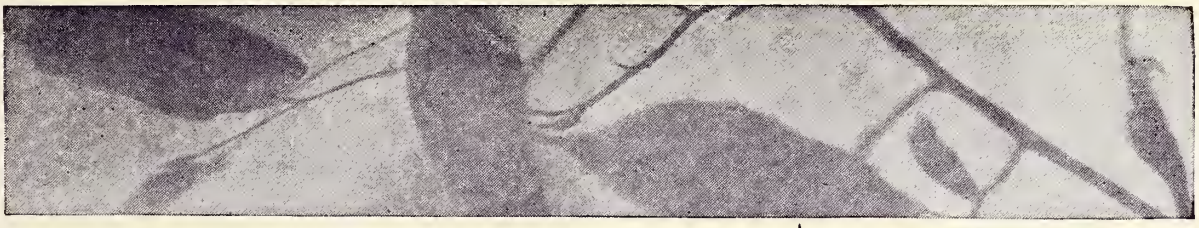
SPHERE SUPERB

POWDER PUFFS

Lustrous effects in soft Pastel colours. Assorted sizes, 2", 2¼", 2¾" and 3¼", six of each size to the 2 doz. box. The material is a lovely Silkiedown Velour. Each Puff in neat sealed Cellophane wrapping.

PLEASE WRITE FOR SAMPLES AND PRICES

FAIRE BROS & CO. LTD., LEICESTER



WHEN IMITATIONS CANNOT BE OFFERED. This year, as before, for nearly 150 years, customers buying Eau de Cologne as a Christmas present will choose "4711." Whatever the attractions of cheapness, no one could possibly offer a friend a mere imitation.

Long before the actual Christmas shopping begins, "4711" Christmas advertising will be in full swing. You can be sure that your stock will sell right out — nothing left over at the end of the Season.

Order now to meet this demand. A special illustrated price list of Coffrets and attractive Christmas packings has been prepared and will be sent free on request to

SOLE CONCESSIONNAIRES FOR GREAT BRITAIN & IRELAND
R. J. REUTER COMPANY LTD., 69, CARTER LANE, LONDON, E.C.4.

Genuine Eau de Cologne

BLUE & GOLD LABEL

Garland

BRITISH PATENT No. 291,381

Q-RAY

(Trade Mark)

CAN BE HIRED WITH OPTION OF PURCHASE

ELECTRO — RADIO-ACTIVE — DRY — COMPRESS

Supplied in different strengths of RADIO-ACTIVITY and can be used for both Direct and Alternating Current

Contains the Curative Properties of the RADIO-ACTIVE SPA—COMBINING

RADIO-ACTIVITY & HEAT

FOR THE

RELIEF OF PAIN

AND TREATMENT OF

Rheumatism, Lumbago, Arthritis, Sciatica, Gout, Neuritis, etc., and all inflammatory conditions, also Abdominal & Menstrual Pains, Bronchitis, Asthma, Pneumonia, Insomnia, Influenza, etc.

Stand 52, Chemists' Exhibition

Used and approved by the Medical Profession

Over 200,000 in use including leading British Hospitals.

Q-Ray Compresses are made in Austria under the supervision of the Radium Institute of Vienna, who certify and guarantee the Radio-active Strength of every Q-Ray Compress.

Full literature and trade terms on application

RADIUM ELECTRIC LIMITED,
24 Grosvenor Gardens, London, S.W.1
Telephone : SLOANE 6654

Prices £5-10-0 to £21-0-0 according to Radio-active Strength

DEKUR Preparations

for Health and Beauty
are now being
Nationally Advertised

Turtle Oil Products

★ **No.1.** DEKUR Bonne Nuit Turtle Oil Cream
Retail 1/6, 6/- and 37/6. Wholesale 12/-, 48/- and 300/- per dozen.

★ **No.10.** DEKUR Anti-wrinkle Turtle Oil Cream
Retail 1/6, 7/6 and 12/6. Wholesale 12/-, 60/- and 100/- per dozen.

★ **No.3.** DEKUR Liquid Milk Soap
Retail 1/- and 2/6. Wholesale 8/- and 20/- per dozen.

also DEKUR Sebum Baths (patent) **and Sebum Lotion**

Entirely British Made

WRITE FOR FULL PARTICULARS AND DISPLAY TERMS—DISTRICT AGENCIES AND DEMONSTRATIONS ARRANGED

Supplies from your wholesaler or direct

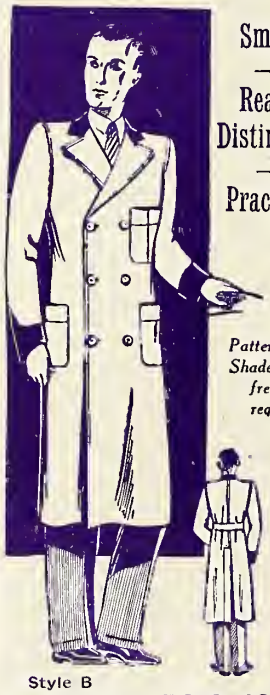
DEKUR PREPARATIONS
Imperial House, 80-86 Regent St., W.1.
Phone : Regent 3840.

Genuine Dekur Turtle Oil preparations bear always the Dekur Trade Mark.

"ELEGAN"
COATS & OVERALLS

Smart — Really Distinctive — Practical

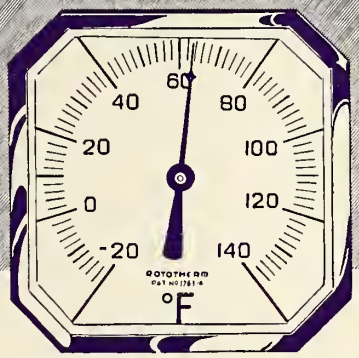
Patterns and Shade Cards free on request.



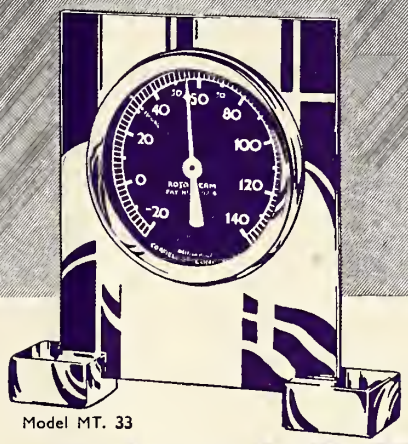
Style B Style 263 ELEGAN

NAGELES 8, 10, 12 EDWARD STREET, WARDOUR ST., LONDON, W.1

ACCURATE TEMPERATURE AT A GLANCE



Model MT. 31



Model MT. 33

Model MT.31 in heavy chrome plated case with hinged strut, bevelled plate glass front - - Price 9/-

Model MT.33. A magnificent instrument for desk or boudoir use. Prices from 10/6 according to dial and finish. Write for complete descriptive folder No. 973.

THE LEADING 1934 XMAS GIFT.

The public in increasing numbers are recognising the need to know "accurate temperature at a glance," and the Rototherm way of showing it on a speedometer type dial has caught their fancy. Here are two models from the Rototherm range which make ideal gifts for Christmas. Make a Rototherm display and do good business this season.

ROTOTHERM

THE *NEW* THERMOMETER

BRITISH MADE IN ROTOTHERM WORKS.

CORFIELD LTD., Merton Abbey, London, S.W.19

PHONE: LIBERTY 1144 (4 lines).

A SPLENDID XMAS GIFT

This British made glass is undoubtedly the most popular Theatre Glass on the market. Its extremely handy size, smart appearance, and above all its wonderful efficiency, make it a delightful and greatly appreciated gift at any time, but particularly so for Christmas, or the New Year.

The Kershaw Bijou Theatre Glass is invaluable for Theatre, Opera, Concert, Speedway, and similar occasions. It embodies perfectly computed optics with a wide angle of view, and gives a magnification of $2\frac{3}{4}$ times.

Supplied in a fine grain leather case complete, for the modest sum of 25/-.

Full information as to trade terms, etc., from the sole distributors—

SOHO LTD., 3 SOHO SQ., LONDON, W.1

THE KERSHAW

BIJOU

THEATRE GLASS

SELLS AT SIGHT

PRICE ONLY 25/-

"Eclipse" RAZOR BLADES—RAZORS and NOW MANICURE FILES

RED RING RAZORS & SUPER RAZOR BLADES

The enterprising Chemist will recommend "Eclipse" Razors and Blades, not only for their luxurious shaving comfort but because of their outstanding quality.

MANICURE FILES

"Eclipse" Super Manicure Files present unique sales possibilities. They are triple cut — made from the highest quality steel, specially hardened and tempered to give long life and flexibility. A special feature on the thumb pattern files is the **Hook Point** for trimming the cuticle and for ease of nail cleaning

CARD H. 1 dozen assorted 3½" to 5" with Hook Point ... 7/6

CARD HP. 1 dozen assorted 3" to 8" Hook Point & Professional 9/6

CARD HC. 1 dozen 3½" Hook Point Files in leather cases ... 9/-

E.M.1.

(Above Prices subject to usual trade discounts.)

JAMES NEILL & CO. (SHEFFIELD) LTD., COMPOSITE STEEL WORKS, SHEFFIELD, 11

More Profit!

Tatlows

SWAN DOWN

FACE POWDER

and

Everyday Beauty Aids

★

BONUS TERMS

13 to Dozen

(for a limited period only.)

Shows 62½% on cost

EARN THIS EXTRA PROFIT

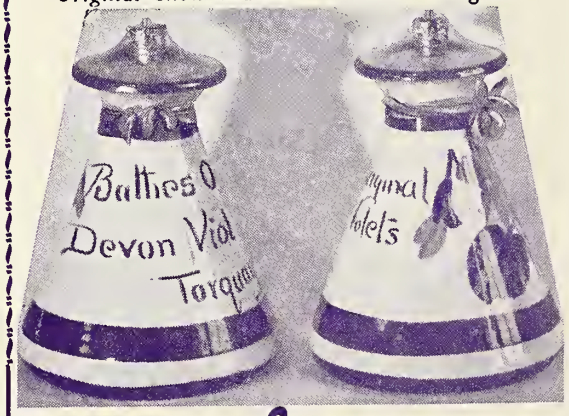
This Christmas—Stock and Sell
THE ORIGINAL

"DEVON VIOLETS"

PERFUME

EACH JAR PACKED IN DAINTY FANCY BOXES
1/6, 2/6, 4/6, 7/6, SUBJECT LIBERAL DISCOUNTS
ALL ORDERS CARRIAGE PAID

Original Show Matter — British throughout



Write today **Bathes** PERFUMERS TORQUAY DEVON

"I knew a poor man once who had to give a millionaire a present. He chose a guinea Bath Sponge and it pleased the rich man more than any other present."

—From "THE DAILY MIRROR."

SPONGES *always make* SUITABLE GIFTS

Set up a display of Fine Sponges for the coming season

We shall be pleased to submit a selection on approval

SHOWCARDS WITH ALL ORDERS

No. XX.	Choice quality, Selected Shapes, Honeycomb Sponge, wrapped and in Fancy Box	2/6	each
No. X1	,, ,, ,, ,,	5/-	,,
No. X2	,, ,, ,, ,,	7/6	,,
No. X3	,, ,, ,, ,,	10/-	,,
No. X4	,, ,, ,, ,,	12/6	,,
No. X5	,, ,, ,, ,,	15/-	,,
No. X6	,, ,, ,, ,,	20/-	,,
No. X7	,, ,, ,, ,,	25/-	,,
No. X8	,, ,, ,, ,,	30/-	,,

Subject to 33⅓% discount

Enquiries Invited

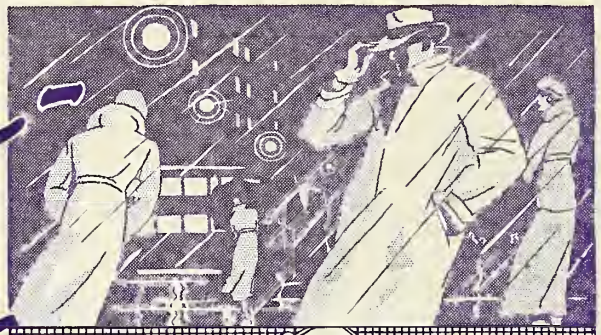
CRESSWELL BROTHERS Branch

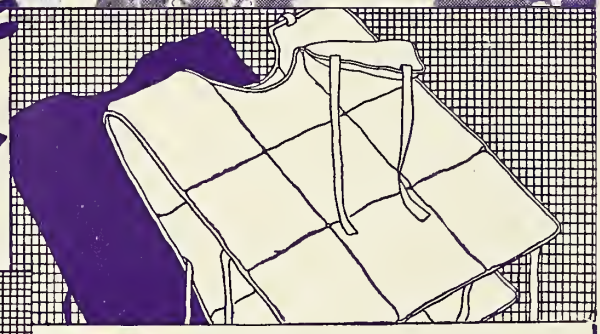
INTERNATIONAL SPONGE IMPORTERS LTD.

18 *and* 19 RED LION SQUARE, LONDON, W.C.1

Phone: Holborn 1412 Wires: "Cresswell, Holb, London"

Wet weather Cold weather makes these lines "GO"





Very little effort on your part is needed to make these proved winter - aids a consistent profit bringer. Made by Britain's finest Surgical Dressing Manufacturers, you can recommend them to your customers with complete confidence and be sure that every sale will add to your goodwill.

THERMAL WOOL

Are you a qualified chemist? If so, why not stock your own brand of CAPSICUM TISSUE or THERMAL WOOL and sell better value. Write for Samples and Prices.

Our dressing possesses definite advantages over the ordinary Capsicum Wool and provides a cheap and most efficient relief in all cases of Rheumatism, Sciatica, Gout, Asthma, Neuralgia, Bronchitis, Chest-Colds, etc. A mild or vigorous action may be produced as requested. Ready packed in cartons in four sizes.

Gamgee Tissue

PNEUMONIA JACKETS

SUPPLIED IN SIX SIZES
SUITABLE FOR ALL AGES

These jackets are made from a special grade of the well - known "GAMGEE TISSUE," of which we are the manufacturers and sole proprietors. They are extremely comfortable, affording great protection against colds, and are invaluable in cases of Pneumonia, Bronchitis, and other Chest Affections. Retail prices — 9½d. to 3/- according to size. Write for Samples and Prices.

ROBINSON & SONS Ltd.

WHEAT BRIDGE MILLS-CHESTERFIELD London Office & Warehouse : **168 OLD STREET, E.C.1**

A BIG EVENT FOR CHEMISTS—BONUS ON 'ASPRO' 5's

'ASPRO' progress continues. Again during the past financial year all sales records have been broken. In no small measure this is due to the support and co-operation given to our publicity by chemists who have made continuous and practical use of our window displays and sales aids. Economic considerations have, in the past, prevented us from giving a bonus on 'ASPRO' 5's. Increased sales, however, have considerably reduced our overheads so we are now happily in a position to satisfy the repeated requests of our chemist friends for a bonus on the Unstamped 'ASPRO' 3d. size. We therefore announce that

A BONUS OF HALF A DOZEN PACKETS OF 5's ON EACH HALF-GROSS ORDER IS NOW GIVEN ON THE SAME TERMS AS OTHER SIZES.

This makes the chemists' profit on 5's the same as on 10's. Order your 'ASPRO' now and take advantage of this valuable concession.

Write us for a window display, too, and show it continuously. It will connect you up with our record-breaking advertising campaign and bring customers into your shop just as though you had paid for the advertisements yourself.

HERE IS OUR CURRENT DISPLAY

Show it Continuously **Printed in full colours**

Agents:
GOLLIN & CO. PTY. LTD.
('Aspro' Dept.), SLOUGH, Bucks.
Telephone: SLOUGH 608

ASPRO consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

Made by ASPRO LTD., Slough, ENGLAND

No proprietary right is claimed in the method of manufacture or the formula.

ASPRO REG. TRADE MARK

THEY SELL BECAUSE THEY EXCEL

SPUN

BULK OR PACKED OINTMENTS

CHEMISTS' EXHIBITION—STAND 85

Telephone: HOP 2422 (Private Exch.)
Telegrams: "Ushenspuna London."

ROBT. BLACKIE

SHEN WORKS,
168 TOWER BRIDGE RD.,
LONDON, S.E.1.

Buyers of BOX'S PILLS often bring in their friends

Most sufferers who find amazing relief through Box's Pills gladly "tell the world" and Chemists displaying the pills attract steadily increasing business.

Supplies obtainable from the usual wholesalers or the sole manufacturer :—

STRIKING DISPLAY MATERIAL FREE ON DEMAND

W. H. BOX
161 KING STREET, PLYMOUTH

MAKE BOX'S PILLS THE "FIND" OF YOUR DISTRICT!

A Scotsman named Andrew McKay
Had the "flu" and feared he would die
But now, so 'tis said
He's alive and not dead
All due to **BESORBON**—
och aye!

Wholesale Prices
1/3 Size
11/6 per dozen net
3/- Size
27/6 per dozen net
Carriage Paid Gross Quantities or equivalent.

Manufactured only by
J. F. WHITE & CO., Chemists
BENSON STREET, LEEDS.

PETROLEUM JELLIES

WHITE, LEMON, YELLOW, AMBER, RED, GREEN.

WHITE & COLOURED OILS

YELLOW, GREEN, RED FOR BRILLIANTINE, etc.

LIQUID PARAFFIN

COLOURLESS, TASTELESS, ODOURLESS.
ALL SPECIFIC GRAVITIES.

B.P. AND TECHNICAL QUALITIES

Wholesale Trade only.

STERNS LTD.

16 FINSBURY SQ., LONDON, E.C.2, ENGLAND

Telephone: NATIONAL 7644 (7 lines)
Telegrams: "CENTUMVIR, PHONE, LONDON."

THE CHEMIST'S COMPACT LIBRARY—Money-making and Money-saving Books

EVERY BOOK by an EXPERT

May be obtained at the published prices from any Wholesale Drug or Sundries House, or from

"THE CHEMIST AND DRUGGIST," 28 ESSEX STREET, LONDON, W.C.2

BRANCH OFFICES: Manchester and Sheffield, England; Glasgow, Scotland; Melbourne and Sydney, Australia; Auckland, New Zealand.

'CUTTERS' (REGISTERED) 'CUTTERS'

THE ORIGINAL AND ONLY 'CUTTERS'

HEAD & NERVE POWDER

FROM YOUR WHOLESALER, OR SEND DIRECT TO PERRY'S POWDERS, LTD., LEEDS

AN OLD-FASHIONED—BUT REALLY EFFECTIVE remedy for COUGHS, COLDS, INFLUENZA and BRONCHIAL troubles

licoricine

ACTS LIKE MAGIC

TERMS
10½d. size, 8/6 per doz.
1/3 " 12/- "
3/- " 27/- "
Less 5% dis. on £6 orders.
Carriage paid on orders of £2 and over.

Prices 10½d., 1s. 3d. and 3s.

MANDALL & CO. Ltd., 17/23 Stepney Rd., Newcastle-on-Tyne

See that you hold Stocks
of this
Safe & reliable Family Remedy

ESTABLISHED OVER 80 YEARS
AND STILL IN UNIVERSAL DEMAND

Dr. J. Collis Browne's CHLORODYNE

ORIGINAL AND ONLY GENUINE

80 YEARS' WORLD-WIDE REPUTATION

Please order from your Wholesaler with other goods

Sole Proprietors:
J. T. DAVENPORT LTD.
UNION STREET, LONDON, S.E.1

SOLD ONLY THROUGH CHEMISTS
SIZES 1/3, 3/-

AN
Old-Established Favourite
brought up-to-date!

SUPER TONIC TABLETS
IRON-OX
BRAND

New pack, new special display outer, new showcards, new national advertising campaign, and therefore newlife for an old favourite, with bigger and quicker sales than ever.

Generous Trade terms.

Full particulars on application to :—
PHARMACAL LABORATORIES LTD.,
64 HATTON GARDEN, LONDON

Petroleum Jelly
"SALVO PETROLIA" BRAND
The Perfection of Petroleum Jelly
PACKED IN BARRELS, KEGS, OR SMALLER PACKAGES IF DESIRED
Manufactured solely by

THE **DEE OIL** CO. LTD.
DELTA WORKS, BOOTLE, LIVERPOOL
Phone: Bootle 1897 Wires: "Cestrian, L'pool"
LONDON OFFICE: 11 POULTRY, CHEAPSIDE, E.C.2
Phone: City 8455

OTHER GRADES OF
PETROLEUM JELLIES, WHITE BASES, ETC.
WHITE OILS, B.P. & Technical qualities
Samples & Prices on Application

Oleum Deelinæ (Dee Oil)
the unfailing cure for Eczema

What a Wonderful Repeat Line it is!

Dr. SINGHA'S ASTHMA CURE

R. V. writes: "Delighted to recommend Dr. Singha's Tablets to my Asthma-suffering customers, as I am convinced there is no remedy for Asthma to equal it."
M.P.S. LONDON, 1/8/34

It's a distinctly personal service qualified Pharmacists give—unlike any other trade or profession. Your customers bring their troubles to you and know that your advice will be worth having.

When you truthfully say that you know of no remedy so good as the original formula of Dr. Singha's for Asthma, they will rely upon your professional experience and judgment—and prove it true!

We invite your sincere co-operation. Dr. Singha's Asthma Cure really does its work quickly, safely and thoroughly.

Big space advertising in the important National dailies and Sunday newspapers, etc. is increasing the already huge demand.

Every customer is a steady repeat, but can rarely wait delivery.

Maintain an efficient stock from your usual wholesaler.

P.A.T.A. PRICES. 3/-, 27/- doz.; 5/-, 45/- doz.; 12/-, 108/- doz.; 20/-, 180/- doz. Children's strength, 3/-, 27/- doz.; 8/-, 72/- doz. All cartoned and cellophaned.

THE DR. SINGHA CO., LTD.,
CAERNARVON G.B.

IT PAYS TO PUSH!

Compound Syrup of Hypophosphites

TRADE **"FELLOWS"** MARK

The ideas supported by the medical world today on the therapeutic value of calcium and other mineral salts, were embodied 60 years ago in "FELLOWS."

The only preparation of its kind then, "FELLOWS" still stands alone for its tonic qualities in the treatment of rundown conditions of health and the many forms of anaemia and nervous ailments which so often result.

It stimulates the appetite, aids digestion, and is valuable as a stimulant and tonic to overcome mental and physical exhaustion; and as an aid in combating the invasion of the Tuberculous Processes.

"FELLOWS" has never been successfully imitated.

FELLOWS MEDICAL MANUFACTURING CO., Ltd.
286 St. Paul Street West, Montreal, Canada.

Laboratories:

UNITED STATES GERMANY ITALY SPAIN MEXICO
ROUMANIA ARGENTINE REP. COLOMBIA AUSTRALIA NEW ZEALAND

30 DRUGGISTS OBEY DECREE ON "ARGYROL" *brand* SILVER VITELLIN

EXTRACT FROM "THE SUNDAY TIMES," New Brunswick, N.J., dated March 4th, 1934

Thirty leading Pittsburgh druggists against whom the A. C. Barnes Company, which manufactures "Argyrol," recently brought injunction proceedings in the Federal District Court in Pittsburgh, alleging unfair competition and trade-mark infringement have consented to the entry of decrees perpetually enjoining them from selling any other solutions of other products on prescriptions calling for "Argyrol."

The bills of complaint and affidavits upon which the decrees were granted, showed that the druggists in question had been substituting other solutions for "Argyrol."

The action taken in Pittsburgh by the Barnes Company came after an intensive investigation following the discovery last summer of similar practices on the part of a number of druggists in Trenton. At that time injunctions were secured against six druggists in the State Capital.

In announcing the outcome of the Pittsburgh suits, John M. Olwyler, vice-president of the A. C. Barnes Company, said that the practice of substituting other products for "Argyrol" Brand Silver Vitellin on physicians' prescriptions calling for that product was not only a direct violation of the doctors' orders, but also a serious deception of the public.

"Argyrol" is a registered trade-mark, the property of A. C. BARNES AND CO. (INC.)

Pharmaceutical

CASTOR

PREMIER

OIL

Tasteless
Water-White

Made in England by

THE PREMIER OIL EXTRACTING MILLS
HULL Ltd.

Telegrams: "Premier Hull" Telephone: 15191 (8 lines)

put Sir NYNES on your counter *and* cash in your till

See that you stock Sir Nynes this winter, the best seller amongst winter pastilles. Sold in 3d. and 6d. airtight tins, or loose at 2d. per ounce. Order now.

FREE DISPLAY BOX

Printed in attractive colours for counter or window displays

SHERWOOD CONFECTIONERY COMPANY,
Forest Works, Worksop

TAXOL

PHYSIOLOGICAL TREATMENT OF CONSTIPATION

Its use does not lead to habit

COMPOSED OF EXTRACT OF THE INTESTINAL GLANDS, BILIARY EXTRACT, AGAR-AGAR, AND LACTIC FERMENTS.

DISPLAY TAXOL on your Counter

FROM ALL WHOLESALERS

CONTINENTAL LABORATORIES, Ltd., 30 Marsham Street, London, S.W.1

VICTORIA 2041 : AND TELEGRAPHIC ADDRESS : "TAXOLABS, SOWEST, LONDON"

MEET THE CONSTANTLY INCREASING DEMAND FOR

PURE

BEER

EASILY MADE AT HOME

FREE YEAST WITH EACH TIN

FOR 1D. PER PINT

SIMPLY ADD COLD WATER

ALE or STOUT FROM

VIGGORMALT

(Registered) THE

PURE TRIPLE-STRENGTH IMPROVED EXTRACT OF

RICH MALT & HOPS ONLY

(NO ADULTERATION OR ADDED COLOURING)

TRIAL SIZE 1/- PER TIN : 3 times quantity 2/6 : 8 " " 5/6 : 13 " " 8/- PER TIN

NO BOTTLES CRATES BREAKAGES ULLAGES RETURNS LOSSES

DISPLAY MATERIAL AND LIBERAL TERMS FROM

Viggormalt Distributors—

FASSETT & JOHNSON, LTD., 86 Clerkenwell Road, London, E.C.1

Sole Manufacturers—VIGGORMALT LTD., Hove, Sussex

MASON'S EXTRACT OF HERBS

May we have the pleasure of sending you particulars of our Window Display Scheme?

GOOD it's Mason's

NEWBALL & MASON

LIMITED

NOTTINGHAM

BIG BEECHAM BONUS OFFER

To introduce our new 2/6 Family Size of Beechams Brand Lung Syrup containing three times the quantity of the 1/3 size, and yet retailing at only double the price, we have pleasure in giving you particulars of a Big Bonus offer on all Beecham Products which comes into operation at once.

FOR SIXTEEN DAYS ONLY

WE OFFER THE FOLLOWING EXTRA DISCOUNTS ON BEECHAM PRODUCTS

5% Bonus Discount on Beecham's Pills . .
5% Bonus Discount on Beecham's Powders.
5% Bonus Discount on Beechams Lung Syrup BRAND
5% Bonus Discount on Lactopeptine . . . BRAND

Minimum assorted order 50/-, which must include the following :—

½ dozen **1/3** size Beechams Brand Lung Syrup
¼ ,, **2/6** ,, ,,
¼ ,, **1/3** size Lactopeptine Brand Tablets.
} or equivalent value.

Larger parcels pro rata.

Your average profits will then be over 35% on your turnover, or more than 50% on your outlay. These bonus parcels can be obtained either direct or through your wholesaler. All goods carriage paid. All Beecham Products are protected under the P.A.T.A. Regulations.

BEECHAMS LUNG SYRUP BRAND

A Great Success to be Greater Still.

As a result of numerous requests from chemists and the public we have pleasure in advising the introduction of Beechams Brand Lung Syrup Giant Family Size (containing three times the quantity of the 1/3 size), to retail at the extraordinarily low price of 2/6 per bottle.

All the important national and provincial newspapers will be included in our coverage to announce this new pack.

Do not disappoint your customers—see that your stocks are adequate to meet the demand for this Giant bottle at a popular price.

ADVERTISING

Every important newspaper and periodical in the country will carry sales-compelling advertisements for Beecham Products right into the homes of the consumers. Our extensive national advertising campaign will be maintained and increased, and you can obtain a greater share of the business by using your windows and counters to connect up with this campaign. Attractive show material will be gladly supplied on request.

LACTOPEPTINE BRAND

A new advertising campaign for this excellent remedy is being put into operation forthwith.

ORDER NOW

Closing Date of Bonus Offer—Monday, Oct. 8

BEECHAMS PILLS LIMITED
ST. HELENS, LANCS.

TRADE

MARK

Packed Goods of

EXCEPTIONAL VALUE FOR THE AUTUMN

LEMON LINCTUS
QUININE AND IRON TONIC
MALT AND OIL WITH IRON
(Wrights)
COD LIVER OIL
(Tested for Vitamin Strength)
CHILDREN'S TONIC
CHILDREN'S COUGH MIXTURE
HOUSEHOLD EMBROCATIONS
INDIAN WARMING LINIMENT
MENTHOLATED BALSAM
ASPIRIN TABLETS
CREAM OF MAGNESIA

Samples and Styles sent on request

WRIGHT LAYMAN & UMNEY

(1932) LIMITED
SOUTHWARK, LONDON

XMAS GIFTS

SEE OUR COLOURED INSET IN THIS ISSUE

IF you have not received one, ask for our complete 40-page Gifts List, illustrated in colour. You are invited to visit the following

DISPLAYS

	Hotel	Date
ENGLAND :—		
BRISTOL	Grand	Oct. 8–12
BOURNEMOUTH	Grand	Sept. 24–28
COVENTRY	King's Head	,, 25–27
PLYMOUTH	Royal	Oct. 4–5
SOUTHPORT	Scarisbrick	Sept. 24–25
LONDON :—	81 Brompton Road, S.W.3	Permanent
SCOTLAND:—		
ABERDEEN	Palace	Oct. 1–4
DUMFRIES	Queensberry	,, 25–26
DUNDEE	Royal British	Sept. 24–29
ELGIN	Gordon Arms	Oct. 9–10
GALASHIELS	Royal	,, 23–24
INVERNESS	Caledonian	,, 11–12
PERTH	Salutation	,, 15–16
STIRLING	Golden Lion	,, 17–18
NORTHERN IRELAND :—		
BELFAST	Queen's	Oct. 1–5
LONDONDERRY	Northern Counties	,, 8–9

dubarry

GOLDSTONE LABORATORIES, HOVE

Printed in Great Britain for the Proprietors by EYRE AND SPOTTISWOODE, LIMITED, His Majesty's Printers, East Harding Street, London, E.C.4, and Published by the Proprietors, MORGAN BROTHERS (Publishers), Limited ,at 28 Essex Street ,Strand, London, W.C.2.—*Sept.* 22, 1934. [2]

The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C.2

SEPT. 22, 1934

ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

BUSINESSES WANTED and for DISPOSAL, PREMISES TO LET and FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS for SALE and AGENCIES—6/- for **50** words; every additional **10** words or less, **6d.** (Box No., **1/-** extra.)

SITUATIONS OPEN—6/- for **40** words; every additional **10** words or less, **6d.** (Box No., **1/-** extra.)

SITUATIONS WANTED—2/- for **18** words; every additional **10** words or less, **6d.** (Box No., **1/-** extra.)

LEGAL NOTICES, TENDERS, AUCTIONS, and all specially-spaced announcements, **1/3** per nonpareil line (12 lines = 1 inch single column). (Box No., **1/-** extra.)

MISCELLANEOUS (Wholesalers') Section for odd and second-hand lots—**10/-** for **60** words; **1/-** for every additional **10** words or less. (Box No., **1/-** extra.)

EXCHANGE COLUMN (for Retailers, etc.)—**Twopence** per word, minimum **2/-.** (Box No., **1/-** extra.)

THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2

Telephone: Central 6565 (8 *lines*). *Telegrams: "Chemicus, Estrand, London."*

CLOSING FOR PRESS

must reach us not later than FIRST POST THURSDAY MORNING

All advertisements intended for insertion in this Supplement

ORRIDGE & CO.

56 LUDGATE HILL, E.C.4

ESTABLISHED 1846 *Telephone Nos.: CITY 2283 & 7477*

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—REGENT STREET (NEAR).—Well-established good-class dispensing business; returns £2,050; net profit £420; price £1,275, or £420 plus valuation.

2.—MIDDLESEX.—Good middle-class retail business, with Kodak agency; returns £1,400; good profits; excellent living accommodation available if required; price £200 plus valuation, in all about £850.

3.—LEWISHAM.—Drug store, established very many years; excellent chance for qualified; net profit £5 per week; stock and fixtures worth over £300; price for immediate sale £350 all-at.

4.—WANSTEAD (NEAR).—Middle- and working-class retail business, with excellent panel; net profit over £400 per annum; living accommodation; low rental; price about £1,200 or near offer.

5.—LONDON, S.E. AND S.W.—Business and branch, with combined turnover over £2,500; good profits; low rentals; net profit to proprietor £600–£700 per annum; price, all-at, £1,250.

6.—LONDON, W.C.—Old-established business, with substantial panel; in present hands 30 years; living accommodation; returns have been over £2,000 per annum; an offer of £150, all-at, would receive favourable consideration.

7.—NORTH LONDON.—Drug and photographic store; scope for panel; net profit nearly £300 per annum; comfortable living accommodation; premises can be purchased or leased; price of business £250 plus valuation of stock and fixtures.

8.—CLAPHAM.—Family retail business, returning over £40 per week; good profits; comfortable living accommodation; vendor must sell quickly, and will accept first reasonable proposition.

9.—HARROW (NEAR).—Middle- and working-class retail business, with photographic and N.H.I.; net profit £500 per annum; living accommodation if required; price £1,025 or near offer.

10.—CAMDEN TOWN.—Main-road cash retail business; returns, under management, £25–£30 per week; no rent; first reasonable offer accepted.

11.—HORSHAM (NEAR).—Country retail business, good class; returns £40 per week; excellent profits; large living accommodation, with old-world garden; rent £80 per annum; lease; price £1,000, to include book debts.

12.—DEVON.—Good- and middle-class retail business; established 1884; returns exceed £2,000 per annum; net profit over £600; good living accommodation; rent £60; lease; price, all-at, £1,550 or near offer.

13.—EAST COAST.—Good-class dispensing business, with photographic; established nearly 20 years; returns nearly £1,900; average net profit £425; very good living accommodation; rent £70; price £1,650 or near offer.

14.—BIRMINGHAM.—Cash retail business, with N.H.I.; established 50 years; net profit over £350 per annum; living accommodation; very low rental; price £485.

15.—WORTHING (NEAR).—Middle-class retail business; returns £1,350 under management; net profit £320; living accommodation; rent £35 per annum; stock and fixtures worth £600; price, all-at, £600.

16.—WESTCLIFF (NEAR).—Good-class family retail and dispensing business; returns, present rate, average £27 per week; net profit over £5 10s. per week; modern house; price, all-at, £850.

17.—SOUTH WALES.—Cash retail business, with panel; net profit over £500 per annum; living accommodation; reasonable rental; long lease; price £750 plus stock and fixtures at valuation.

18.—MIDLANDS.—Recently established pharmacy in growing district; returns about £10 per week at present; net profit £3 per week; living accommodation if required; vendor, aged 70, forced to sell through ill-health; price for quick sale £220.

19.—KENT COAST.—Drug store; returns, under lady management, £27 per week; rapidly increasing; good living accommodation; rent under £1 per week; price, all-at, about £500.

20.—SOUTHEND.—Drug store situate in good position in good-class locality; returns average over £25 per week; excellent modern living accommodation, with garage; new lease; price £650.

21.—NORTHANTS.—General retail business, with photographic; returns, under management, £1,500; rent £150; sublet £100; living accommodation if required; first reasonable offer secures.

Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants.

Ernest J. George & Co.
Chemists Valuers & Transfer Agents.
Bank Chambers, 329, High Holborn, London, W.C.1.
Telephone Nos. Holborn 1167 & 1278 (2 lines).
Tudor House, Walsall, Telephone, Walsall 3774.

BUSINESSES FOR DISPOSAL.

(C1) LONDON, N. (OUTER SUBURB).—Established retail business, occupying prominent corner position on busy main thoroughfare; turnover approximately £2,000 per annum, with abundant scope for further development; low rental, including living accommodation; price by negotiation.

(C2) NOTTING HILL (NEAR).—Attractive, elegantly fitted pharmacy, with small but up-to-date living accommodation, situated in prominent shopping thoroughfare; present returns upwards of £1,300 per annum; excellent scope for substantial increase; price by arrangement (nominal goodwill only); stock approximately £550; details upon application.

(C3) WALTHAM CROSS (NEAR).—Good-class business, situated in congenial residential district; returns approximately £2,000 per annum; excellent earning capacity; reasonable purchase price, to include property.

(C4) LONDON, E.C.1.—Neglected cash business, excellently situated; old-established; large N.H.I.; present net profit approximately £5 per week; living accommodation; price £400 all-at; splendid opportunity for chemist with limited capital.

(C5) SOUTH DEVON.—Progressive modern pharmacy, situated in popular seaside resort; present returns approximately £1,400 per annum, with plenty of scope for development; up-to-date flat, with all conveniences; low rental and purchase price; details upon application.

(C6) KING'S CROSS (NEAR).—Established retail business, with good N.H.I.; main road situation; net profit for 1933–34, upwards of £400; exceptionally low rental; price £1,000, including stock £500.

(C7) SUFFOLK.—Unopposed business, with living accommodation; situated near to popular seaside resort; average turnover approximately £1,150 per annum; net profit about £350; reasonable rental and purchase price.

(C8) HANTS.—Unopposed pharmacy, with living accommodation, situated near to sea, amid beautiful country surroundings; up-to-date conveniences, including bathroom, main drainage, etc.; turnover approximately £1,250 per annum; net profit £375; price £900.

UNSOLICITED TESTIMONIAL.

Extract from "The Script"—August 1934 issue.

" . . . We have just completed our spring cleaning and valuing. Ernest J. George & Co. sent in one of their detachments of workers to take the stock. They were exactly one and a half days on the job, four of them, and a very nice bunch at that. Knew their game, and rarely had to ask questions.

" Previously I had asked myself, why be worried by this superfluous charge upon one's business? But I found a reason; here it is, with a moral :—

" A friend in business in the motor trade was recalled from a neighbouring village by the police telling him that his garage was in flames. He had been absent for half an hour, but it was sufficient to destroy the whole premises. It took weeks of writing around asking for information from his trading houses as to his last six months' purchases, his staff had to be armed with small books to help to find by location the various items that were situate in the different places, and, after four months of work and lots of worry, finally the settlement was an approximation, and he is convinced that he lost badly on the deal. Why? Because he was badly informed. Profiting by his experience, it is better to invest a pound or so with Ernest J. George & Co., have exact knowledge of your position, and be prepared for any emergencies."

BERDOE & FISH
CHEMISTS' VALUERS AND TRANSFER AGENTS,
41 Argyle Square, KING'S CROSS, W.C.1
(One minute from St. Pancras and King's Cross Stations.)

1.—ESSEX COAST.—Light Family Retail, showing steady increase; present turnover nearly £1,400, audited figures; modern premises, with flat over; stock worth over £400; price £850, or valuation terms arranged.
2.—SUSSEX.—Light Family Dispensing and Retail, in main-road position, pleasant seaside resort; turnover exceeds £2,000; good prospects for further increase; attractive pharmacy, fully stocked; price £1,650 or offer; recommended.
3.—SHEFFIELD.—Well-established Drug and Herbal Stores; selling through death; returns average £800; net profit about £200; low rent; house attached; fine chance for Chemist; price £325.
4.—MANCHESTER.—Light Cash Retail, in rapidly growing district; present returns £20 to £22 weekly; has been neglected; good chance for smart proprietor; low rent; owner, coming South, will accept £350, plus stock at valuation, about £150.
5.—CHESHIRE.—Country Drug Stores; mixed trade, with some Optics; return £730, plus about £100 Optics; low rent; lock-up shop; stock worth £200; owner retiring; price all at £300.
6.—ST. PANCRAS (near).—Light Cash Retail with N.H.I. and Photo, in thickly populated district; returns under manager over £1,100; scope for increase; smart double-fronted shop, well stocked; low rent; price for early sale £600.
7.—LONDON (Kent Suburb).—Light Cash Retail; N.H.I. and Photo; showing steady increase; turnover about £35 weekly; clear net profit £9 to £10 weekly; low rent; lease granted; well-arranged stock; price £1,250, or £550, stock at valuation.
8.—MIDDLESEX (few miles out).—Light Family Retail and Dispensing; returning nearly £2,000 under manager; scope for increase; handsome modern pharmacy, with nice flat over; price £1,200; personally recommended.
9.—CLERKENWELL.—Light Cash Retail, with good N.H.I.; main-road position; returns over £900; net profit £243; rent £75; new lease granted; owner has bought a country business and will accept £400 or near offer for quick sale.
10.—LONDON, N.—Middle-class suburban Retail, with good N.H.I.; main-road position; returns average over £2,000 under manager; audited figures; low rent; lease granted; good house; price about £900, valuation terms arranged.

Lowest Terms for Stocktaking

We are now booking up dates for September onwards, please let us quote for yours.

Estab. 1870. Telephone: Terminus 3574.

THE ASSOCIATION OF MANUFACTURING CHEMISTS, LIMITED
(Business Agency, Transfer & Valuation Department)
KIMBERLEY HOUSE, Holborn Viaduct, LONDON, E.C.1 *and at* EXCHANGE CHAMBERS, 2 Bixteth St., LIVERPOOL.
PARKIN S. BOOTH, Valuer. *Tels.: CITY 3691* (4 lines).
VALUATIONS. SALES OF BUSINESSES. STOCKTAKINGS.
Enquiries Invited.

S. F. CLARK, F.N.A.A. 'Phone: Prospect 3366
CHEMISTS' VALUER & TRANSFER AGENT
34 Marksbury Avenue, Richmond, Surrey
Has a number of genuine businesses (various sizes) for disposal in London districts and provincial. Purchasers please state exact requirements as to type, if with Photo', Optics, etc., also approximate capital available.
Personal and Confidential service

JOHN BRIERLEY, F.N.A.A.
THE RECOGNISED CHEMISTS' VALUER & TRANSFER AGENT.
135 Queen Street, Newton Heath, MANCHESTER.
Sound Businesses Wanted—Quick Sales—Buyers waiting—£500-£5,000
" Expert service " " Personal attention " (Tel.: Failsworth 1913)

THE ART OF DISPENSING
Price 8s., by post 8s. 6d.
DISEASES AND REMEDIES
Price 5s. net, by post 5s. 3d.
Published by "The Chemist and Druggist"
28 Essex Street, LONDON, W.C.2

BUSINESSES FOR DISPOSAL.

LEWISHAM, S.E.—Main-road Chemists; capital shop, parlour and three rooms over; trade £14; long lease at £70 per annum; price £350, a.a. 248/891, Office of this Paper.

LONDON, North-West.—Unopposed Cash Dispensing Business in rapidly growing district; double-fronted shop, adjoining surgery; rent, including rates, £75; long lease; net profit £250 per annum, increasing, with special mail-order side-line; well stocked and fitted; genuine circumstances require quick sale; £650 all at or any reasonable offer. 165/12, Office of this Paper.

MANCHESTER (Residential Suburb).—Light Retail middle-class Business on busy main road; established 6 years; small Panel; well-fitted d.f. shop; good living accommodation; rent and rates approx. £125; lease 7 years; price for quick sale, fixtures and fittings £300; stock at valuation, about £300; sound proposition for live man; scope for Optics. 164/26, Office of this Paper.

MIDDLESEX (Border).—High-class Dispensing Business for Sale; owner leaving retail; excellent position; double-fronted shop; long lease; details on submitting banker's reference. 165/25, Office of this Paper.

PEMBROKESHIRE.—A good General Retail Business, with N.H.I.; old-established; turnover about £2,500; for Sale; full Wine licence; nice county town; opening for Optics; bank references required. 164/51, Office of this Paper.

SOUTH YORKSHIRE.—Exceptional opportunity to acquire business with no possible opposition; good living accommodation; usual Photographic Agencies and Medicated Wines; turnover under management £25 weekly, could be doubled by owner-manager; investigations invited from genuine buyers. 164/25, Office of this Paper.

A SMALL Old-established Business for Sale, 15 miles from Manchester; been neglected under management; next door to doctor; scripts upwards 5,000 per annum; living accommodation; price, valuation stock and fixtures £400, part of which could remain on loan. 165/1, Office of this Paper.

DRUG Store and P.D.A., recently a Pharmacy with N.H.I.; populous neighbourhood; stock, fixtures, &c.; good living accommodation; can be sublet, making shop and back-room 12s. weekly; takings can be rapidly increased with right man; lease, electric light, all equipment, £85 all at. 94 Torriano Avenue, N.W.5.

DRUG STORES, working-class Outer London, established 35 years; last 3 years under elderly Unqualified management; previously under Qualified owner did average of £36 per week and 500 N.H.I.; now doing approx. £14 per week; gross profits £6; good prescribing; shop and Dispensary, with rooms above; excellent window space; under active management much more business to be had; fair stock; fittings not much, but adequate; rent £65; all at £275; a bargain; rare chance for worker, or one requiring light job with living wage. 164/520, Office of this Paper.

EXCELLENT opportunity for young married M.P.S. with small capital to acquire a sound, old-established Family and Photographic Business with small house, newly furnished, in lovely district, London, S.W.; takings £1,100 p.a., increasing; no opposition; low rent; 14 years' lease; value about £700 a.a.; half could remain; owner retiring; this is a safe one-man business, with good scope; best offer for quick sale will be accepted. 164/10, Office of this Paper.

FOR SALE.—Chemist's Business in busy market town North Herefordshire, in main street; established many years; good living accommodation if required; price, stock and fixtures only, £500, a bargain; full particulars to genuine buyers. 164/29, Office of this Paper.

GENUINE Business (medium size) for Sale; owner giving up for health reasons; 10 miles out (Surrey); auditors' figures for last 12 years; good neighbourhood, house and garden; good, varied stock in proper condition. 164/36, Office of this Paper.

GOOD-CLASS Business in country town in North; excellent scope in countryside; good opening for optics; turnover £2,000; lease 12 years, renewable; low rent, rates, &c.; wines and spirits; purchase £1,000 according to stock. 162/9, Office of this Paper.

PROFITABLE Business, established 3 years, average turnover over this period £33 per week; gross profit £14 per week; features—Prescribing, own Preparations, Surgical (trusses, belts, &c.); very small overheads; valuable lease 12 years to run at £50 per annum, inclusive of good house, newly decorated; separate entrance; lower middle-class densely populated London suburb; good comprehensive stock; well-fitted mahogany; business and house ready to step into without further outlay; Fancy Goods, Toilets, Photographics and N.H.I. hardly touched; can all be greatly increased in turnover; genuine investigation welcomed; owner leaving county; lease, stock and fittings £1,000, plus goodwill, one years' net profit, about £1,650 in all. 164/52, Office of this Paper.

£450 OR NEAR OFFER for quick sale; neglected business in East Midlands; nearest Chemist to five doctors, but little N.H.I. work done; good opening for energetic man; turnover £15-£16 a week, chiefly cash; lock-up, double-fronted shop in main shopping area; rent and rates £90 a year. 157/25, Office of this Paper.

£275 OR NEAREST OFFER SECURES. Excellent West-End Lock-up; first-class position in busy thoroughfare, near theatres; new tube opening within 50 yards next month; premises comprise shop, back room and large basement; new mahogany fittings; comprehensive stock; Innoxa and Kodak agencies; unlimited scope for optics; no Sundays; genuine reason for disposal; good lease; stock will be reduced to suit purchaser if required. 160/5, Office of this Paper.

£275 ONLY for recently established modern Pharmacy, owing to death of owner; price includes stock and fixtures; rent £9 monthly, inclusive of rates and taxes; living accommodation; N.H.I. business growing; new and rapidly growing district; would consider offer for quick sale. Apply The Pharmacy, 96A North Street, Hornchurch, Essex.

BUSINESSES WANTED.

ADVERTISER seeks genuine Business, near London, S.W. preferred; capital available; would help manage with view to succession; applicant is young and energetic and urgently desires change for wife's health reasons; would exchange own business in S.E. London. Full particulars as to turnover, &c., in confidence, to 165/4, Office of this Paper.

BERDOE & FISH are in a position to effect a quick sale of any sound Business from £500 to £5,000, without any publicity; private clients waiting with cash ready. Intending vendors are cordially invited to correspond with Berdoe & Fish, Transfer Offices, 41 Argyle Square, King's Cross, W.C.1. Telephone: Terminus 3574.

LIMITED Company with substantial available capital requires immediately about 10 sound businesses (any area) showing returns upwards of £2,000 per annum, with proportionate expenses; 3 years' certified accounts essential. Intending vendors are invited to communicate initially, and in strict confidence, with Ernest J. George & Co., 329 High Holborn, London, W.C.1.

SOUND, Established Middle-class Business wanted by private Chemist, with turnover £30 to £40 weekly; no Optics; London area or Southern Counties; audited accounts; living accommodation essential; bankers' references exchanged; please give full particulars in strictest confidence; cash waiting. 164/50, Office of this Paper.

WANTED by Private Chemist, Business showing turnover of £1,000 minimum (no Optics); must have living accommodation; moderate rent and rates; town or country; capital available for an immediate transaction. Write, giving full particulars in confidence, "Chemist," 175 Dawlish Drive, Ilford.

PREMISES TO LET.

HIGHGATE (corner of Barnet By-Pass and Great North Road).—New Shops and Upper Parts in course of erection at gateway to large residential development; available on lease at very reasonable rentals; especially suitable for Chemist. Plans and full particulars from Hillier, Parker, May & Rowden, 27 Maddox Street, W.1. Telephone: Mayfair 7666.

MANUFACTURING DISTRICT CLOSE TO THE CITY.—Unusually fine Factory Premises, having a total area of 22,100 sq. ft., on 6 light and lofty floors; central heating; electric lift; excellent loading facilities; to be let as a whole or in parts at low rentals; suitable for Manufacturing or Distributive Chemists. Apply Matthews & Goodman, 35 Bucklersbury, London, E.C.4. City 5627.

PREMISES FOR SALE.

KINGSBURY GREEN, N.W.—Shop and Flat, centre of developing area; good opening for Chemist; Express Dairy Co. in the same block; freehold £1,500, to include shop front, or on lease, £125 per annum exclusive. Particulars from Vickers & Stanley, 47 Berners Street, W.1. Museum 1716.

AGENCIES.

ADVERTISER, 20 years' experience in India, last 10 years managing director of largest European firm manufacturing and wholesale chemists in India, is open to accept representation in India and the East for reputable firm or group of firms. Write O. G. Matthias, Dolgelley.

EXCEPTIONAL Opportunity for experienced Agent, with access to large Buyers and Packers of Compressed Tablets in bulk, to handle reliable goods which are considerably cheaper than competitive market prices. 248/919, Office of this Paper.

MANUFACTURING Chemists with established lines, having increasing sales amongst Chemists and Hairdressers, require first-class Distributing House with good sales organisation to take up sole Agency for England and Scotland; attractive terms offered. 164/15, Office of this Paper.

OLD-ESTABLISHED Chemical Firm with Central London office and organisation would undertake Agency or Representation of any provincial or foreign firm on very moderate terms; advertisers can offer personal service resulting from past wide experience, and are well-equipped to handle advantageously any type of business entrusted to them. Please write BM/NLYV London, W.C.1.

REPRESENTATIVES wanted, commission basis, having first-class connection with Chemists, Wholesale and Retail, to distribute entirely new Parisian Beauty Product; it is intended to cover the whole country, and applicants should reply at once giving full details of ground visited, frequency and number of calls and other articles represented; only first-class references will be considered; urgent. P.C.B. 134/7, Office of this Paper.

WANTED, live Distributing Agent for Denture Paste; well-established merchant preferred or Manufacturers' Agent of sound financial standing, with selling organisation capable of obtaining wide distribution by direct contact with retailers. Apply for full particulars to "Denture," c/o Gordon & Gotch, Ltd., 75/9 Farringdon Street, London, E.C.4.

WELL-ESTABLISHED Manufacturers with wide range of Specialities and Products in daily demand wish to appoint Representatives to the Medical Profession in the following areas: (1) Northumberland and Durham, (2) Yorkshire, (3) Lancashire, (4) Potteries, (5) Birmingham, (6) Notts, Leicester and Derby, (7) London, North, (8) London, South, (9) Northern Ireland. The Specialities are regularly advertised in the "B.M.J." and shown at the B.M.A. Exhibition every year. Full particulars to 248/899, Office of this Paper.

PARTNERSHIPS.

CHEMIST and Optician, with good experience, desires Managing Partnership; preferably leading to succession of established business; West of England preferred; would suit an elderly chemist wishing to retire and leave a trustworthy man in charge; capital at present available about £400. 162/3, Office of this Paper.

EXCEPTIONAL Opportunity.—Half-share in a prosperous country business situated in pleasant surroundings, Midlands, is offered on moderate terms; capital required £600; suit newly Qualified; Bankers' references required. "Midlands," 164/9, Office of this Paper.

APPRENTICES.

APPRENTICE (Male) wanted soon; preferably holding Part I; first-class experience in Dispensing assured; no premium. Apply to H. Reynolds, 15 West Avenue, Worthing, Sussex.

SITUATIONS OPEN.

RETAIL (HOME).

BLACKPOOL.—Unqualified Assistant (25-30) required; must be energetic Salesman, thoroughly experienced and be of good address; give references, photograph and salary required. 164/33, Office of this Paper.

HERTFORDSHIRE.—Competent Young Unqualified Junior Assistant required; must be good Dispenser and Window-dresser; please give full particulars as to experience, salary required, age, height, in first letter; applications not replied to within 7 days regretfully declined. Wells, Chemist, High Street, St. Albans.

LONDON.—Experienced Qualified Female Assistant required; accustomed to brisk Retail trade; apply with usual particulars. 248/921, Office of this Paper.

LONDON.—Wanted, Qualified Lady or Gentleman, Minor qualification; £3 a week; easy berth. 164/41, Office of this Paper.

LONDON, E.5.—Qualified Manager required immediately for branch; must be good Counterman and quick Dispenser; please send full particulars of experience and salary required. 164/1, Office of this Paper.

LONDON, E.10.—Required at once, Qualified Lady to manage smart branch shop; salary 70s. p.w.; good prospects for reliable worker. Apply, stating age and experience, references, photo required (returned if stamped addressed envelope is sent), 163/5, Office of this Paper.

LONDON, NORTH.—Qualified Male Assistant (permanency) (25-35); must be good Dispenser, Window-dresser and Counterman; thoroughly trustworthy; capable of taking temporary charge; state full particulars, salary required, experience, &c.; replies unanswered 7 days respectfully declined. 165/8, Office of this Paper.

LONDON SUBURBS, S.E. and N.E.—Juniors or Improvers (male or female) with dispensing experience. Apply to 162/7, Office of this Paper.

LONDON, W.—Young Qualified Lady Assistant required for good-class Dispensing and Toilet business. Apply, giving full particulars to 165/9, Office of this Paper.

LONDON, W.1.—Assistant wanted (under 30); efficient and conscientious worker; West End experience an advantage, but not essential; applicants must state age, height and full particulars of experience, salary required, together with copies of references. 164/49, Office of this Paper.

MANCHESTER.—Qualified Manager required, with experience and initiative; must be good Window-dresser; courteous and pleasing manner; one accustomed to High-class Toilet and Photographic trade. Write, stating age, height, experience, salary required, and photo if possible, to 163/8, Office of this Paper.

PEMBROKESHIRE.—Qualified Assistant for country town; good Window-dresser, Business Builder and accurate Dispenser; living accommodation if married; Optical qualification an advantage; must be capable of taking charge and running the business when required; give full particulars, age, experience, salary required. 164/510, Office of this Paper.

SOMERSET.—Wanted, Dispenser with Retail experience, Hall qualification, to assist in Dispensing and Toilet Departments. Apply, stating age, experience, height and salary required, enclosing photograph (to be returned), to 164/53, Office of this Paper.

A COMPETENT Qualified Chemist, young, lady preferred, to supervise and develop Pharmacy side of Toilet and Fancy Goods Store; light hours; pleasant riverside town near London; progressive salary, commencing £3 10s. 163/17, Office of this Paper.

ASSISTANT, Unqualified, young, single, required for October 15; good-class business; Dispensing and Counter. Full particulars experience, age, salary, &c., Herbert & Herbert, 70 High Street Staines, Middlesex.

BODY'S PHARMACIES, SOUTHEND-ON-SEA, have Vacancies for 2 Experienced Chemists and Opticians (1 Lady and 1 Gentleman). Both must be Qualified M.P.S., J.C.Q.O.; for responsible positions with view to branch management; house accommodation if married. State age, height, when disengaged, if single, salary now earned and required, and full particulars of experience, enclosing recent photo, to Mr. S. F. Body, 165 Broadway.

CAPABLE Young Lady Assistant required at once; good Window-dresser and used to quick Counter trade; one not afraid of work; outdoors; Qualified considered if salary moderate; state age and experience; photo if possible (will return). Wood, 43 Camden Road, Tunbridge Wells.

CHEMIST-OPTICIAN required for a progressive and lucrative position as Branch Manager in London. Applicants must be experienced. Give full particulars in first instance. 248/922, Office of this Paper.

DISPENSER (Female) wanted for large Panel and Private East-End Practice; evenings 5-9; quick worker and used to Panel; salary 35s. Apply by letter to 235 Roman Road, Bow, E.3.

ELDERLY Qualified Chemist wanted; very easy berth; Superintendent. The shop is in a working-class district, but quite nicely situated; could live with family in comfortable home; preference given to one who would invest £200 at 7 per cent. security. 164/24, Office of this Paper.

HARRODS, LTD., require an Unqualified Lady Assistant for their Drug Department; must have good Counter experience. Applicants between the ages of 25 and 30 should apply personally to Staff Controller, 44 Hans Crescent, S.W.1, before 11 a.m.

JUNIOR Assistant, young, male, outdoor, at once, for good-class country business; careful Dispenser, capable Window-dresser, good Counterman. Apply, stating age, salary required, references and when at liberty, Gray, Chemist, Rothwell, Kettering.

JUNIOR required, good appearance and address, for good-class business; sound experience of Photographic and Cine essential; submit photo, state age, salary required, give full particulars of previous experience and apparatus handled. Wands Ltd., Leicester.

LADY Assistant, Unqualified, required immediately for country business, South-Western county; all-round experience essential. Apply, stating salary required and full particulars, to P.C.B. 134/5, Office of this Paper.

LADY Improver; knowledge of Book-keeping; references essential. E. B. Stamp, 29 High Street, Hampstead.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 100 to 150 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

MANAGER, married, to live on branch premises; Scot preferred (age about 27); bigb-class Dispensing experience necessary; near London; interview. 165/3, Office of this Paper.

MANAGER (Qualified) required for good-class business in South Cheshire town; must be an experienced and reliable Dispenser, good Salesman, and preferably single; please state age, height, experience, salary, and enclose pboto if possible. Young, Chemist, Nantwich.

MANAGER required; capable of taking complete charge of a London suburban business; good Dispenser, Buyer, Countermau, Window-dresser, Photography, &c.; progressive position to suitable man. Apply, witb full particulars, age (33-40), experience, salary, &c., to 164/3, Office of this Paper.

PART-TIME Assistant, Lady or Gent., required for N.H.I. Dispensing; evenings only; S.E. district. Particulars and salary to 165/35, Office of tbis Paper.

PHARMACIST (age under 40) (woman) required at Tbe Manor, Epsom, Surrey (L.C.C. institution for mental defectives); must possess Pharmaceutical Society's qualification; salary £220, rising to £300 a year; pensionable. For application form, returnable by October 1, send stamped addressed foolscap envelope to Chief Officer (B.), Mental Hospitals Dept., The County Hall, S.E.1. Marriage terminates contract of service. Canvassing disqualifies.

QUALIFIED Dispenser (about 23) for Country Business in Somerset; must have good references; state what salary required, with full particulars. 162/8, Office of tbis Paper.

QUALIFIED Dispenser wanted for exceptional and responsible opening (age 30 to 40); first-class experience in Retail trade essential. Write full particulars to Staff Manager, Welwyn Stores (1929), Ltd., Welwyn Garden City.

REQUIRED.—Experienced Toilet Assistants for modern pbarmacy; apply in first instance by stating full particulars. 248/920, Office of this Paper.

TEMPORARY Dispenser wanted at once for a montb; Minor qualification essential. Apply Staff Manager, Welwyn Stores (1929), Ltd., Welwyn Garden City.

TIMOTHY WHITES require really capable Qualified Managers (not under 25). Applicants must be energetic and possess ability; good prospects and free removal. Apply, stating experience, age, salary required and full particulars, to Staff Manager, Timotby Whites, Ltd., Chemists, Portsmouth.

UNQUALIFIED Assistant required; must be good Counterman and Dispenser; state age, salary, and give references. 163/9, Office of this Paper.

UNQUALIFIED Assistant (S.E.9 district); not more tban 24; London experience; apply by letter, witb particulars of experience, salary required, &c.; duties to commence on October 1, 1934. 164/31, Office of tbis Paper.

WANTED, as soon as possible, Young Unqualified Junior for good-class Mixed Business in market town; suit Part I man; please state references, age, salary required and full particulars in first letter. Heyboe, Cbemist, Fakenham, Norfolk.

WANTED at Once, Qualified Manager, smart Buyer, Dispenser and Window-dresser, for good-class business on Soutb Coast; state salary, &c. 164/44, Office of tbis Paper.

WANTED.—Junior or Improver (Gent.) for busy middle-class trade; must be energetic; supply references and state salary required. W. H. Green (Cbemists), Ltd., Coventry.

WANTED, London, S.W.18, Qualified Chemist; elderly or part time would suit. Particulars, including salary required, to 164/34, Office of tbis Paper.

WANTED.—Manager for small branch in village in Kent. Please send full particulars of experience, age and salary required to Chemist, 10 Burford Road, Bickley, Kent.

WANTED.—Qualified Assistant, Male or Female, for Branch Pharmacy in London; one used to N.H.I. Dispensing, good Window-dresser, &c.; enclose photo and stamped envelope for return. 249/923, Office of tbis Paper.

WANTED, Qualified Lady or Gentleman for new Pbarmacy to be opened shortly at Winscombe, Somerset; fine residential district. Apply, stating age, experience, heigbt, enclosing photo (to be returned) and salary required, to Deacon, Pharmacist, King Square, Bridgwater.

WANTED.—Young Qualified Male Assistant; October 8; Agricultural and Dispensing; well spoken and excellent references; apply by letter. Evans, Chemist, Tetbury, Glos.

YOUNG Qualified Assistant (Lady or Gent.) required for small business South Coast, October 1; permanency for suitable applicant; send full particulars with pbotograpb; salary £3. 164/30, Office of tbis Paper.

WHOLESALE.

LONDON Wholesale House requires Representatives on generous commission basis, with sound prospects; Drugs, Chemicals, Galenicals; also carrying splendid range of Christmas Perfumery and Gift Lines; an established connection is essential. P.C.B. 133/36, Office of this Paper.

EXPERIENCED Pill Coater required by large London Manufacturing House; only men accustomed to bigh-class work need apply. Write, stating experience, age and salary required, to 249/924, Office of this Paper.

TRAVELLERS with car and sound connection amongst Chemists, for Midlands and Eastern Counties, South or West of England, to carry profitable side-line, attractively displayed on cards; high commission to trustworthy men. Tbe S.O.S. Grip Co., 146 Higham Road, Rushden, Nortbants.

WANTED.—Active Manager, Foreman or Business Executive; with thoroughly practical knowledge of Manufacturing or Merchanting some line of Specialty Goods for Home and Colonial markets; financial interest given for introduction of business offering scope for development; replies treated in strict confidence. Write 163/11, Office of this Paper.

WANTED, Representatives already calling on Pharmacies to take orders for coin-operated Personal Weigbing Macbines. 248/918, Office of this Paper.

WELL-KNOWN Mancbester House requires a Representative to take over a 50-year-old connection covering parts of Chesbire, Derbysbire, Lancashire, North Wales and Yorkshire; must be a good Salesman and have had some Travelling experience. Reply, stating full particulars and salary required, to "Endeavour," 249/925, Office of this Paper.

SITUATIONS WANTED.

RETAIL (HOME).

A.A.A.—PHARMACIST (26) desires change; permanent; accustomed to beavy Dispensing and Counter; possesses enthusiasm and ability; London. Tbomas, 4 Dudley Gardens, Ealing, W.13.

A.A.—LOCUM or permanent; tall; Unqualified; bighly recommended; London, seaside experience; adaptable; Pbotography; now free. "Mac.," Wotton-under-Edge, Glos.

A.A.—QUALIFIED (23); City and Provincial experience; excellent post-qualification training in General Management; excellent references; reliable and trustworthy. Jobnson, 185 Powerscroft Road, E.5.

A.A.—QUALIFIED (26) desires cbange; progressive position; Senior Assistant or Manager; 3 years' experience Londou; 6 years Scotland; experienced bigh-class Private and busy N.H.I. Dispensing and Counter; salary £4 10s.; free montb's notice. 165/2, Office of this Paper.

A.—QUALIFIED Assistant or locum; reliable, elderly, abstainer; excellent references; now disengaged. "Pbarmal," 7 Cross Street, Moulton, Northants.

A.—QUALIFIED Scot (25); tall; 9 years' experience (London and country) Dispensing, D. & P., Counter, Window-dressing; excellent references; free September 30. 164/22, Office of this Paper.

A QUALIFIED Chemist (42) desires position as Manager; reliable Dispenser, tactful Salesman, good Window-dresser; knowledge of Optics; could interview (London) Wednesday afternoon. Green, 77 Adnitt Road, Nortbampton.

A QUALIFIED Manager requires position in London or Suburbs as Branch Manager; 20 years' experience. Davies, 109 Alexandra Drive, Surbiton, Surrey.

A YOUNG Chemist (27), well trained, good address, now managing small branch single-handed, requires post in large good-class business as Assistant or Assistant Manager; exceptionally reliable Stock-keeper; Liverpool area preferred, tbough not essential. 162/5, Office of this Paper.

ASSISTANT; competent Dispenser, Salesman, Pbotography; single, active; Unqualified; 25 years' experience. "Aspirin," 61 Fartown Green Road, Fartown, Huddersfield.

ASSISTANT, Part I, of good appearance and address; capable Dispenser; Counter and Photograpbic. Hopkinson, 18 Artbur Road, Cliftonville.

ASSISTANT (Part I) requires evening work; W., S.W. or Harrow district preferred; good experience Dispensing and Counter. Debell, Norfolk House, Arundel Drive, S. Harrow.

ASSISTANT, Unqualified, desires post; 5 years' good-class Dispensing, Counter, Photograpbic; well recommended. Shurlock, 93 Carnarvon Road, E.18.

ASSISTANT, Unqualified; tall, single; Dispensing, Counter and Photographics. Harris, 140 Chorlton Road, Brooks's Bar, Manchester.

ASSISTANT, Unqualified; 20 years' experience; competent Dispenser, Salesman; conscientious worker; reliable references. Humber, 49 Danehurst Gardens, Ilford, Essex.

ASSISTANT (27); capable; experienced Dispenser, Counter, Windows, Photographic; reliable references; permanency; Part I, 27 Mansfield Ave., N.15.

ASSISTANT (25), Part I; expert Dispenser, Counter; used to high-class Family business; highly recommended. C. H. J. Bishop, 41 Hillcross Avenue, Morden, Surrey.

ASSISTANT (20), Part I, used to heavy Dispensing and Counter business, would like experience in a good-class provincial town or country business; excellent references. P.C.B. 133/13, Office of this Paper.

ASSISTANT (29), Unqualified; married; thoroughly experienced and reliable; highest references; anywhere. L. G., "Torsend," Waverley Lane, Farnham, Surrey.

ASSISTANT (26), Unqualified, requires post in Good-class Pharmacy; excellent references; please state wages offered; free one month. S. Savill, 46 Llanover Road, North Wembley.

ASSISTANT (34), Unqualified, seeks berth anywhere; Counter, Windows and N.H.I.; tall; willing and not afraid of work. "T.," 62 Queensmill Road, Fulham, S.W.6.

ASSISTANT (23), Unqualified; South Staffs or Birmingham preferably; 8 years' Counter and Dispensing, good Window-dresser; part time considered; free now. G. Smith, 85 Reeves Street, Bloxwich, Walsall.

ASSISTANT (36), Unqualified; thorough Dispenser, Prescriber, Window-dresser; sound knowledge of Photography; keen and tactful Salesman. Marshall, 28 Ambler Road, Finsbury Park.

ASSISTANT (20); 4 years' experience; Counter, Dispensing, Window-dressing; locum or permanency; willing, energetic. King, 52 Westfield Gardens, Kenton.

ASSISTANT; 5 years' experience; Part I; high-class Dispensing, Counter, Photographic, N.H.I.; Manchester district preferred; free one month. 165/16, Office of this Paper.

BIRMINGHAM area preferred, not essential; permanency desired; locum work undertaken; thoroughly experienced; well recommended. Write or wire, Hanley, 180 Lozells Road, Birmingham.

BIRMINGHAM.—Manager (M.P.S.); experienced Dispenser, Window dresser, Prescriber; conscientious worker; business builder; tall. 249/926, Office of this Paper.

BRANCH Manager (50), Qualified; active and progressive; long, successful experience; thoroughly recommended; not married; 30th. 54 Lord Street, Crewe.

CHEMIST Manager, M.P.S.; abstainer, reliable, honest; London; energetic, accurate Dispenser; free Saturday. 164/48, Office of this Paper.

DISPENSER, young Lady, desires post with Doctor in London or suburbs; Hall Certificate; knowledge of Typewriting and Shorthand. P.C.B. 134/10, Office of this Paper.

DISPENSER, young Lady, recent Hall qualification, Book-keeping and Typewriting, seeks position, town or North London, with Doctor or Chemist. Miss Eastland, 48 Colney Hatch Lane, N.10.

EVENINGS.—Experienced Dispenser, N.H.I., requires post with Chemist or Doctor; any evenings from about 6 p.m. H. Ward, 41 Albert Road, Stroud Green, N.4.

EXPERIENCED, active, trustworthy Assistant, Unqualified (28); 6 ft.; public school; tactful, courteous Counterman; clean, tidy Dispenser; managing experience; town or country; disengaged October 8. Flatman, Canadian House, Avenue Road, Hunstanton.

EXPERIENCED Dispenser-Secretary requires post; Hall certificate; keenly interested worker; knowledge Diathermy and Ultra-Violet Therapy; willing to undertake secretary-receptionist only. Miss I. M. Watts, 2 The Steps, Effingham, Surrey.

EXPERIENCED Lady Dispenser, Hall certificate, desires post with Chemist or Doctor; London only. P.C.B. 133/32, Office of this Paper.

FREE now, Unqualified Male; tall; 4 years' good-class experience; excellent Dispenser, private, N.H.I.; Counter, Photographics; seeks position London area; medium-class preferred. Irwin, 22 Station Road, N.W.4.

LADY Dispenser desires post; Hall Certificate; experienced; knowledge Bookkeeping, Typing; Brighton or easy distance. 8 Prestonville Road, Brighton.

LADY Dispenser, Hall qualification, desires post; locum or permanency. 162/2, Office of this Paper.

LADY Dispenser, Hall, seeks locum, any period September 24 to November 1; S.W. London; Surrey preferred. 165/24, Office of this Paper.

LADY M.P.S. requires post, part time or locum; good general experience; free October 8. Chemist, 5 Randolph Gardens, N.W.6.

LOCUM from October 17, M.P.S. (aged 43); 12 years' high-class London experience as proprietor; conscientious, adaptable; waiting to purchase business. "Pym," 68 Victoria Park, Cambridge.

LOCUM or Manager, Qualified (26); keen, energetic; accustomed to heavy Dispensary and Counter; married. James, 265 Camden Road, N.7. 'Phone: North 5961.

LOCUM or permanency; Qualified; varied experience, London and Provincial; good references; disengaged September 24. S. Hoskins, c/o Mr. Allsop, Chemist, 34 Alcester Road South, King's Heath, Birmingham, 14.

LOCUM.—W. J. Talintyre, M.P.S., at liberty September 24; any period. Ashton-on-Ribble, Lancs.

MANAGER (30); married; excellent Salesman and Business Builder; all-round man; pleasing Counter personality, with wide knowledge of modern Pharmacy. 165/31, Office of this Paper.

MANCHESTER OR DISTRICT.—Qualified Manager, married, desires change; at present in control of small limited company (two shops); unique experience. 165/34, Office of this Paper.

M.P.S., F.S.M.C.—Gentleman desires engagement in important responsible position in either Wholesale or Retail; has had long successful experience of running businesses on own and of managing and training staffs; also thorough insight into all types of business, including the highest class; well known; taken Refraction Hospital course; also knowledge of French. 165/13, Office of this Paper.

MR. BLAKELY recommends Mr. Rayner as Manager or Senior Pharmacist; unusual Dispensing experience in good-class family business; excellent references as to character, ability and reliability cover 8 years. George Street Pharmacy, Ryde, I.W.

OPTICIAN would give part-time services to Chemist in London or Essex area; salary or commission basis; 7 years' experience Sight Testing and Dispensing; qualifications: F.S.M.C., F.I.O., J.C.Q.O.; fully conversant with H.S.A. and N.H.I. 165/20, Office of this Paper.

PERMANENCY or locum; Unqualified (36); thoroughly experienced in all branches and Continental Pharmacy; excellent references; free September 22. H. Northcote, Goodwins Road, King's Lynn.

QUALIFIED Assistant; free October 15; experienced in Counter, Dispensing, Photographic and Window-dressing; Square trained. 164/16, Office of this Paper.

QUALIFIED Chemist, elderly, active, reliable, disengaged shortly, desires comfortable position; Superintendent; light duties; short hours; terms moderate. 165/17, Office of this Paper.

QUALIFIED Dispenser, lady, nine years' good experience since qualifying, desires a change; either Managing or Dispensing. 162/12, Office of this Paper.

QUALIFIED, experienced Manager and Buyer (aged 30); married; locum or permanent. Parkin, 133 Nottingham Road, Nuthall, Notts.

QUALIFIED; keen, energetic, reliable; West End, general London experience all branches; locum, permanent; highest references. "Chemist," 32 Myddleton Square, E.C.1.

QUALIFIED Lady (22), B.Pharm., Ph.C., desires post; Square trained; 2 years' London and provincial experience; Hospital and Retail; moderate but progressive salary; London district preferred. 165/14, Office of this Paper.

QUALIFIED, Male, M.P.S.I., seeks position as Assistant; excellent references; 9 years' all-round experience; age 27. M. Byrne, 18 Clifton Gardens, Maida Vale, W.9. Abercorn 2034.

QUALIFIED Manager (29) seeks more progressive post; fully experienced Buying, Dispensing, Display, Photographic; 12½ years with present firm; 8 years manager; town or country. 14 Windermere Road, N.19.

QUALIFIED, middle-aged, energetic; experienced, including Dispensing; completing locum work 29th, without break since May; open any branch of work, part time, relief, managership; winter months; town or country. Howell, At Dawsons, Chemists, High Street, Southend, Essex.

QUALIFIED Optician wants Room; low rental; 10 years' experience Pharmacy, London and Provinces; Would assist for moderate salary. 162/10, Office of this Paper.

QUALIFIED (23), all-round experience, desires situation; London or suburbs; reasonable salary accepted. E. G., 80 The Avenue, Brondesbury.

QUALIFIED (25); single; good experience in town and country; Counter, Dispensing, Photography. Baines, 40 Bathurst Street, Lincoln.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.

CLEAR OUT—your Old or Damaged Stock of Photo Goods.
Why keep them any longer? Turn them into CASH.
I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.
S. E. HACKETT, 23 July Road, Liverpool

CLEAR OUT OLD STOCKS OF BOTTLES AND JARS FOR PROMPT CASH
ANY QUANTITIES
Post Samples and Full Particulars to:—
W. SPEAKE, 68 Yew Tree Road, WALTON, LIVERPOOL

QUALIFIED (44); locum or permanent; for October 1; good all-round experience. Halkes, 56 Weltje Road, Hammersmith, W.6.

QUALIFIED (24), 2 years' Managing experience, seeks change; at home or abroad; free one montb. 163/22, Office of this Paper.

SMART Unqualified Assistant (26) requires post immediately; good Salesman, neat Dispenser, prize Window-dresser, experienced Photographer. Taylor, 4 West View, New Romney.

SOUTH WALES.—Manager (45), Qualified; exceedingly good all-round experience; abstainer; undeniable references; Welsh speaking; or a position with view to early succession considered. 164/4, Office of this Paper.

SWISS Lady (about 30), graduated University Lausanne, many years' Practice in Swiss Chemistry, wishes post *au pair* in English Chemistry to learn English Prescriptions; speaks English; English and Swiss references. Write Buffat, Savigny s. Lausanne, Switzerland.

UNQUALIFIED (bachelor); 30 years' experience of sole control; small salary; good Prescribing, Counter. J. Heely, 259 Underhill Road, East Dulwich.

UNQUALIFIED (27); married; 12 years' high-class Dispensing, Counter, &c.; managing experience; excellent references. Mottram, 38 Baldslow Road, Hastings.

YOUNG Lady, M.P.S. (25), desires change; all-round experience, including 16 months' managing. "Chemist," 38 Wood Road, Whalley Range, Manchester, 16.

WHOLESALE.

ADVERTISER (30), extensive knowledge of medium-grade Perfumery and Cosmetic Trade, similar to multiple store lines, Home and Export, desires change; fully experienced Factory Control, Sales Organisation, &c.; suit progressive manufacturer; hard working, plenty of initiative and business-getting ideas. 164/23, Office of tbis Paper.

B. PHARM., Ph.C. (23), desires work in Analytical or Pharmaceutical Manufacturing Laboratory; free one week. M. Walley, 8 Buckleigh Road, S.W.16.

GENTLEMAN, 30 years' Retail experience, is open to accept position with a first-class firm, Departmental Manager or Representative in Southern area; experienced in all branches of the Drug and Toilet trade. "Pharmacist," 12 Holmwood Avenue, Monkseaton, Nortbumberland.

CLERK; 35 years' experience Pricing, Invoicing, etc.; good knowledge of Retail. Busby, 10 Elmsdale Road, Walthamstow.

EXPERIENCED Drug Representative, 18 years' business with Medical Profession, is desirous representing house of repute; Propaganda work considered. 165/11, Office of this Paper

EXPERIENCED Rcpresentative, last post 7 years, connection Midlands, South Wales, desires engagement with Pharmaceutical House; highest testimonials; Qualified. 164/54, Office of this Paper.

IRISH Pharmaceutical Chemist, 20 years' Retail experience (English and Irish), desires position with English Wholesale House; willing to invest £500 or £600 in same. 164/43, Office of this Paper.

MEDICAL REPRESENTATION.—Expert Propagandist, with unexceptionable credentials, wide experience amongst Physicians, Surgeons, Institutions, Clinics, sound knowledge Medicine, Therapeutics, desirc re-engagement. "Medicus," 25 Danvers Street, S.W.3.

QUALIFIED Chemist, late General Manager of important firm of Proprietary Manufacturers, is open to act in advisory capacity to any similar firm, large or small, or to join Board of Directors as adviser; advertiser has wide knowledge of Manufacturing, Advertising and Marketing problems at home and abroad. Please write P.C.B. 134/3, Office of this Paper.

LIMITED LIABILITY COMPANY REGISTRATIONS
The prudent man makes his position, and that of his dependents, secure by Limiting his Liability. Costs are not high if the work is placed with
THOS. WATTS & WALKER LTD.
who effect registrations North, South, East and West, and you are invited to communicate with them.
VALUABLE QUALIFIED EXPERIENCE TO DRAW UPON.
INTERESTS OF CLIENTS ALWAYS UPPERMOST.
ADVICE FREE AND PROMPTLY GIVEN.
SIMPLICITY IN PROCEDURE. GUARANTEED SATISFACTION
Address: Oxford Chambers, 9 Oxford St., Manchester, 1. 'Phone: Central 6269

SMART Salesman, shortly representing firm in West Country and South Wales, requires additional agency; Packed Goods or Toilet preferred; part expenses and commission; own car. Apply 164/18, Office of tbis Paper.

YOUNG Energetic Chemist, with good education and common sense, earnestly seeks interview with Wholesale House with view to representation; good appearance; moderate salary to commence; West of England preferred. 165/28, Office of this Paper.

FOR SALE.

(Articles to the value of £5-£50.)

A CASH REGISTER BARGAIN.—"National" model in good condition; adds cash taken and number of customers; prints all sales; mahogany finish. Write R. Jones, 4 Godson Street, Islington, N.

MISCELLANEOUS.

CHEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass-fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate Glass Counters, Cash Tills, Display Stands and Glass Shelves, &c., at competitive prices. F. MAUND & E. BERG (SHOWCASES), LTD., Sbop Fitters and Shop Front Builders, 175/9 Old Street, London, E.C.1.

LIMITED COMPANIES REGISTRATION.—As the older chemists know, this small advertisement has now appeared here for over 25 years. If an experienced agent, whose terms are somewhat lower than any quotation you can get anywhere, can help you, write for free advice to A. BERNARD SLACK, 721 Princess Road, West Didsbury.

SHOPFITTINGS.—Second-hand, reconditioned and repolished. All sizes and shapes. Half to-day's prices. Sketches and full particulars on receipt of detailed requirements. Call or write, PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, E.C.1. Telephone: Clerkenwell 2191. "Pharmacy Fitters for over a Century."

£9—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showroom a Complete Chemist's Shop with Metal Shop Front, Window Backs, Correct Window Lighting Signs and Modern Interior Fittings. Apply for Lists, D. MATTHEWS & SON, LTD., "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

EXCHANGE COLUMN.

FOR DISPOSAL.

(Articles up to the value of £5.)

PHARMACY, 18-in. Script Letters, Blue Neon; offer wanted. 162 Upper Tooting Road, S.W.17.

ROLL Top Desk, oak, full size; excellent condition; cost £18 10s.; £5. Chemist, Lind Road, Sutton, Surrey.

WANTED.

GOOD Second-hand Optical Trial Case, with Trial Frame, &c. Price and particulars to Metcalfes, 104 Derby Lane, Stoneycroft, Liverpool.

MACHINERY Wanted.—Tabletting Machines, single and multiple head, of latest type, either new or second-hand. Kaputine, Ltd., Thornton Street, Manchester, 9.

WANTED.—Several Bottles of Lysoline Hair Tonic; any size. Savage, Chemist, Brighton.

The

VETERINARY SUPPLEMENT

OF

THE CHEMIST AND DRUGGIST

will be distributed this year with the issue of

OCTOBER 6

This Supplement has been so successful in restoring new and neglected business to Home and Overseas chemists that it calls for the special attention of all manufacturers of Veterinary Preparations.

When anything is required for the health or hygiene of horses, cattle, sheep, pigs, dogs, cats, fowls, or domestic pets, the chemist is immediately looked to for supplies.

HAVE YOU THE CO-OPERATION OF CHEMISTS?

If not, you are restricting your business and losing sales among huntsmen, gamekeepers, racehorse owners and trainers, shepherds, farmers, poultry-keepers and others.

THE INSET WILL BE PRODUCED IN COLOUR

Full particulars of the advertising space available may be obtained from:—

The Publisher, THE CHEMIST AND DRUGGIST
28 ESSEX STREET, STRAND, LONDON, W.C.2

Telephone: Central 6565 (8 lines) Telegrams: "Chemicus, Estrand, London."

Branch Offices:

19 Waterloo Street GLASGOW
49 County Buildings, Cannon Street MANCHESTER
54 Foster's Buildings SHEFFIELD
Sydney and Melbourne AUSTRALIA
155 Ave. de Wagram PARIS
Auckland NEW ZEALAND

Printed in Great Britain for the Proprietors by EYRE AND SPOTTISWOODE LIMITED, His Majesty's Printers, East Harding Street, London, E.C.4, and Published by the Proprietors, MORGAN BROTHERS (Publishers), Limited, at 28 Essex Street, Strand, London, W.C.2.—*Sept.* 22, 1934. [112/42]